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# DISTRIBUTION & WAREHOUSING

## TRANSFER & STORAGE

Vol. XVIII, No. 12

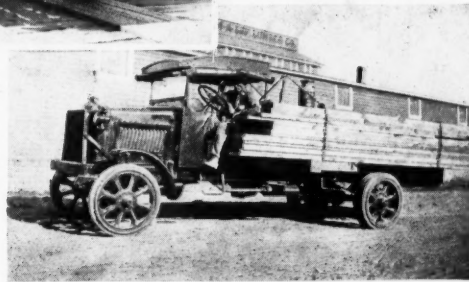
CHICAGO AND NEW YORK

December, 1919

*3½-ton Denby used by Redmond Pine Mill Company, Redmond, Oregon, in hauling from mill to yard—20 miles, through heavy sand and over bad grades.*



*Denby trucks have found a very wide use in Central and Eastern Oregon, because of their dependability and the ease with which they negotiate bad roads.*



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## MOTOR TRUCKS

The popularity of Denby trucks in the lumber industry in the North West, is the result of their ability to handle, easily and profitably, work that is impossible for most trucks.

This super-ability, characteristic of all Denbys, is your assurance that a Denby will do any task you may demand of it; and that it will do all kinds of work with perfect dependability.

*Denby trucks are built in a full range of sizes, from 1 ton up, giving a vehicle adapted to any need*

## Denby Motor Truck Company, Detroit

Editorial Contents, Page 3

Advertisers' Index—Next to Last Page

Published Monthly. \$2.00 a Year.

Entered as second-class matter January 29, 1916, at the Post Office at New York under the act of March 3, 1879

# GARFORD



-for  
**Low Cost  
Ton-Mile**

*Garford*

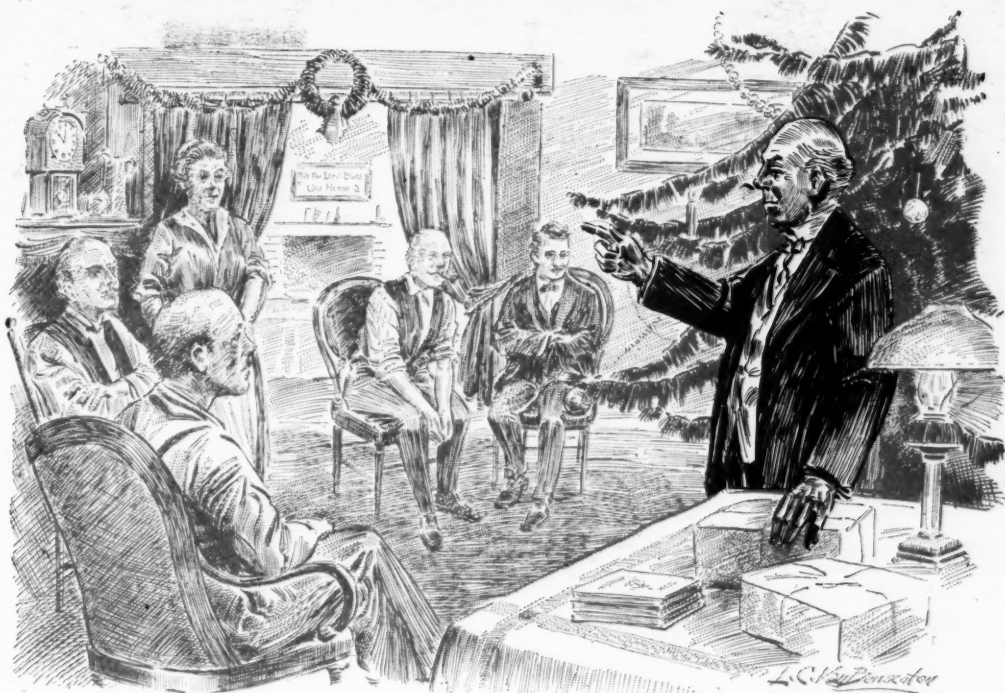
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The Garford Motor Truck Co., Lima, Ohio

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# TRUCKS





## Bill O'Laden, Traffic Expert

Wishes All A Merry Christmas

**B**E Gob Oi done it, an' here's wishin' ye Ball a Merry Christmas th' same as me. Sure whin Oi gits me desk job 'tis little Oi thinks I'd be doin' most iv me lithrachoory wurk on me lap. Oi looks fr' home an' slip-pers ivery night, but with th' T-C. F. CO. a shippin' me round like as they does freight—an' sure that's quick—'twas roam an' sleepers. But not Christmas, thinks Oi, so I ups an' sends th' Boss a wire with a hook in it, an' he drops me a line readin'—"Return to New York"—so 'tween mē hook an' his line, Be Gob Oi gets what Oi was fishin' fr'—home fr' Christmas.

Christmas at th' Widow Riley's with a tree in th' parlor, a big cake on th' table, an' a big bun on Pat Murphy, but where she gets th' sugar fr' her cake, and he th' whisky for his bun, I dunno. Th' Widow hands me a Christmas card readin'—"Merry Christmas an' me board is two plunks more th' week." "Thanks," Oi

says, "an' a Happy New Year to ye, an' may it bring ye more joy as yer grub does us."

Thin Pat hands me a package with a few wurd's—he was too full fr' many—an' I opens it. "What's this?" Oi says. "Irish lingerie," says Pat, an' sure 'twas a pair iv red flannel drawers. "Shame on ye," says th' Widow, an' she grabs 'em, while Oi grabs another package which contains a valuable book—"A Formulary on Foreign Freight Forwardin'." "Thank ye fr' this gift," Oi says, "an' 'twould be fine if every shipper gets a book like this, an' sure they can if they but write me Company."

Well, we has a great night an' no Household Goods gets bust,—trust me fr' that,—an' ivery won gets a box off th' tree save Pat, but he gets several on th' ear from th' Widow, an' th' last I see of him he was havin' as hard wurk handlin' his Bun, as some folks I know has a handlin' a Household Goods Shipment.

*Next month—printers' strikes permitting—Bill will have a few words on "Starting the New Year an' Household Goods Shipments Right."*

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\$2300	97-inch wheelbase
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Aftersale service is an all-important consideration in purchasing a motor truck.

The Autocar is manufactured in its entirety by The Autocar Company at Ardmore, Pa. Its makers assume complete and undivided responsibility for every Autocar made.

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*Write for the illustrated Autocar catalog that lists some 6000 of the Autocar users.*

The Autocar Company,  
Ardmore, Pa.

# Autocar

# DISTRIBUTION & WAREHOUSING

TRANSFER & STORAGE

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## CONTENTS OF THIS ISSUE

### ARTICLES

<b>Traffic Managers Meet Warehousemen at Cincinnati</b> Forecast of Most Important Convention in His- tory of American Storage Industry.....	10
<b>Storage Instructions for Warehousemen</b> How the J. B. Ford Plan Operates Through 200 Storage Plants.....	16
<b>Loss and Damage Claims</b> Information for Shippers and Consignees.....	18
<b>Labor-Saving Machinery in Warehouses</b> The Economic Value of Mechanical Devices.....	20
<b>Distribution Through Warehouses Financed by Banks</b> Commodities, Automatically Insured, Serve as Security for Loans Under Independent's Plan.....	24
<b>How to Buy Truck Bodies</b> For Distribution and Household Goods Moving....	25
<b>Why the Hudson River Should Be Deepened</b> What This Project Means to National Distribu- tors, By George B. Babbitts.....	27
<b>Prohibition and the Warehouse Industry</b> How Federal Legislation Regulates Storage of Liquors.....	28
<b>Warehouse Industry</b> The Opportunity for Storing "Sweets".....	29
<b>Solving the Problems of the Warehousemen</b> .....	30
<b>Distribution by Motor Truck</b> .....	32
<b>The "Looneys" and the "Dollies"</b> .....	31
<b>Consolidated Classification Effective December 27</b> ..	33
<b>Gattie Plan for Freight Handling</b> Distribution During Transportation Stress in England.....	36
<b>Seals vs. Locks</b> .....	46

### DEPARTMENTS

<b>Editor's Pages</b>	
The Cincinnati Convention.....	34
The Fourteenth Census.....	35
<b>From the Legal Viewpoint</b> .....	37
<b>Reader's Forum</b> .....	39
<b>Warehousing News</b>	
New Buildings, Incorporations, Associations, Etc.	49
<b>Shipper's Index</b>	
Talk to Advertisers.....	55

### NEWS

Nation's Warehouses Lead in Fire Losses.....	40
Large Plant Built by Eastern Terminal.....	40
Kansas City Association in Annual Meeting.....	41
Advocates Uniform Accounting System.....	41
Motor Trucks Put Town on Map.....	42
Railroads Prepare to Ask Rate Advance.....	42
University of Michigan to Start Transportation Course.....	43
Storage Facilities Crowded in Denver.....	43
Plunkett Advocates Adequate Waterways.....	44
Rates to Southern Ports Drop December 1.....	44
Urges Farmers to Build Warehouses.....	45
Nationwide Traffic Reciprocity Urged.....	45

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Every Detail in connection with the handling  
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taking manner, for only in that way can a  
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warehouseman shall be satisfied.

If there is anything you wish to know about  
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communicate with us. We encourage  
correspondence and earnestly request  
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all concerned.

Please do not overlook the undisputed fact  
that our reduced rates and through car  
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Have you a supply of our shipping tags, ship-  
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the asking and we are anxious that you  
should have them.

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**SAVES** MONEY  
WEAR  
AND TEAR

Judson Freight Forwarding Co.





## Protect Your Merchandise with Ustus Covers

Shrewd Business Men now realize the appalling yearly loss due to not protecting products from dust and storms.

Ustus standardized, guaranteed protective canvas covers are now helping to prevent this tremendous loss.

We have a complete stock of Ustus covers on hand at all times and can fill orders promptly. Also we can letter your name on the covers when so ordered.

# USTUS PRODUCTS

are quality products—they are built right—that's why we can guarantee them. Write us today for a special introductory offer on Ustus covers for your particular needs. Be sure to give the size and weight of cover you want.

Ustus product also include guaranteed covers for protecting building materials and merchan-

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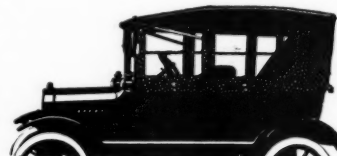
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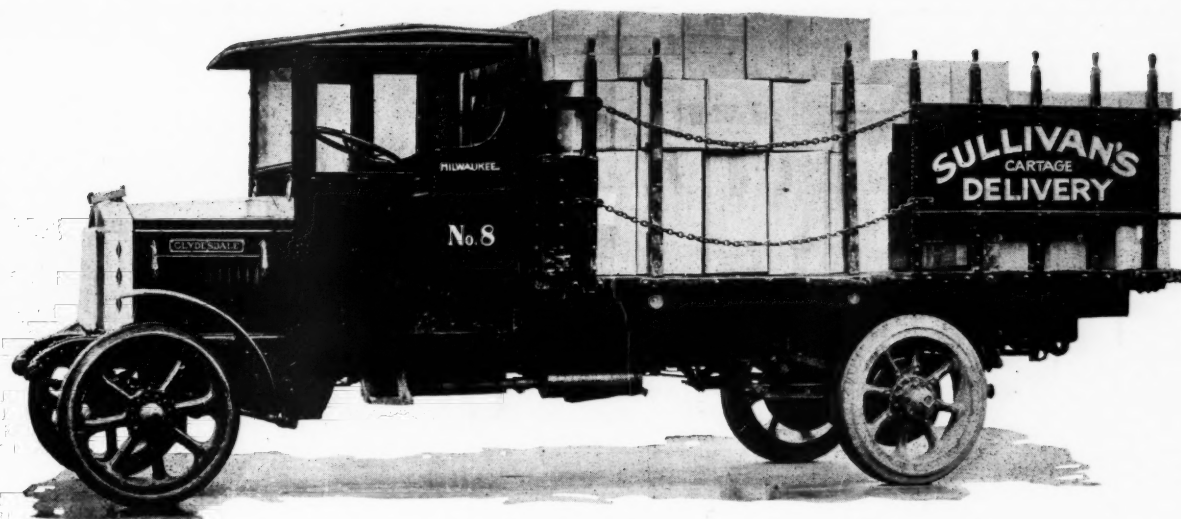


Motor Trucks



The Defoe-Eustice Company, Inc., is also the manufacturers of the Ustus Limousette for Fords. Price \$46 for Touring Car, \$30 for Roadster—l. o. b. Detroit.





## You Will Believe When You See It

Clydesdale is the only truck equipped with the "Driver Under the Hood", the automatic controller, and unless you know the Clydesdale you might be skeptical of the unusual claims we make for this wonderful little instrument.

But all we ask is that you get into the cab of a Clydesdale and see how the "Driver Under the Hood" prevents clashing of gears and makes it impossible to race the motor.

Set the throttle for a speed of 20 miles an hour and, without touching the throttle again, steer the Clydesdale up a hill,

down a hill, through mud and sand and notice that your speed never varied from 20 miles.

See how the "Driver Under the Hood" regulates the flow of fuel for every changing road or load condition so that the amount of power generated is always exactly enough to meet the pull.

Then you will believe our claims of super-performance at minimum cost and will understand why Sullivan Cartage Co., of Milwaukee, and many others, have picked Clydesdale in competitive tests as best fitted for Transfer and Storage business.

*One to Five Tons Net Load*

THE CLYDESDALE MOTOR TRUCK COMPANY

Clyde, Ohio

# CLYDESDALE



## Protect Your Merchandise with Ustus Covers

Shrewd Business Men now realize the appalling yearly loss due to not protecting products from dust and storms.

Ustus standardized, guaranteed protective canvas covers are now helping to prevent this tremendous loss.

We have a complete stock of Ustus covers on hand at all times and can fill orders promptly. Also we can letter your name on the covers when so ordered.

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Ustus product also include guaranteed covers for protecting building materials and merchan-

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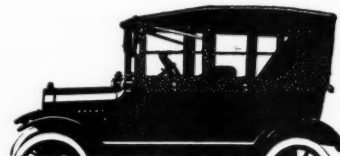
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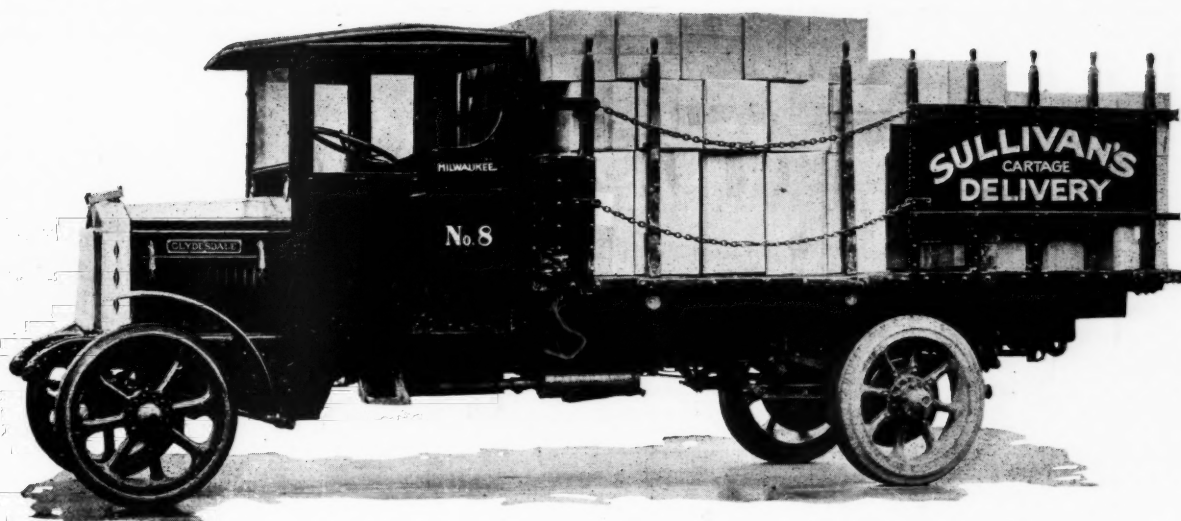
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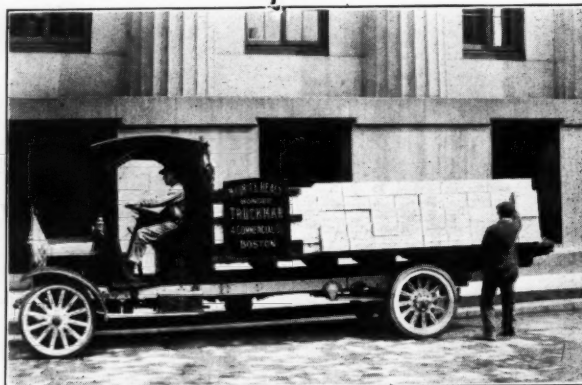
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*One to Five Tons Net Load*

THE CLYDESDALE MOTOR TRUCK COMPANY

Clyde, Ohio

# CLYDESDALE



## Another FEDERAL

*One of the Federal trucks owned by Maurice Healy, "bonded truckman" of Boston, Mass.*

### Maurice Healy— "Bonded Truckman"

Keeping a large number of retailers and wholesalers supplied with merchandise, produce and foodstuffs is a job of no small dimensions.

Such is the task of the Federal trucks owned by Maurice Healy, "Bonded Truckman" of Boston, Mass.

Operating on individual jobs and contract work for a great many customers, Mr. Healy must provide a type of haulage to conform to the most rigid of on-the-dot schedules.

With his Federalized equipment, he is able to do so—keep his clients well pleased all the time—and at an astonishingly low figure for fuel, oil and maintenance.

FEDERAL MOTOR TRUCK COMPANY  
57 FEDERAL STREET DETROIT, MICHIGAN

*"Traffic News" — a monthly magazine on better haulage will be mailed free on request.*

# FEDERAL

*One to Five Ton Capacities*



# DISTRIBUTION & WAREHOUSING

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## TRANSFER & STORAGE

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CHICAGO AND NEW YORK, DECEMBER, 1919

No. 12

## The Time, the Place and the Inclination



—Edward Young—(1684-1785)

*"Whose yesterdays look backward with a smile."*

# CINCINNATI

OF THE AMERICAN WARE  
DECEMBER 10 - 11 -12

*Reprinted from the November issue of  
DISTRIBUTION & WAREHOUSING.*

THESE ARE THE MAJOR PROBLEMS WHICH WILL BE DISCUSSED AT THE CINCINNATI CONVENTION OF THE AMERICAN WAREHOUSEMEN'S ASSOCIATION. \* \* \* \*

## *WHAT IS THE COST ACCOUNT SYSTEM FOR WAREHOUSES?*

Is the man who stores commodities for the national distributor a profiteer because he is trying to standardize his handling rates so as to obtain for his business the "fair compensation" which he decries is necessary to avert danger of bankruptcy?

## *WHO SHALL PAY FOR STOCK REPORT SERVICE?*

The warehousemen, who furnish it, cannot agree among themselves as to whether they or the manufacturers should stand the expense. The industrial traffic managers are equally in the dark.

## *IS THE PROPOSED FEDERAL COLD STORAGE ACT OBJECTIONABLE?*

Warehousemen who handle perishable commodities declare the Hutchinson bill will harm their business and virtually destroy the nation's poultry industry.

## *SHALL INDUSTRIAL TRAFFIC MANAGERS ORGANIZE NATIONALLY?*

Manufacturers who distribute through warehouses will be represented at Cincinnati Convention. The warehousemen are hopeful that a co-operative association is going to be formed.

## *SHALL THE FURNITURE MEN SECEDE FROM THE A. W. A.?*

Household goods warehousemen are planning a national association of their own. They declare that the merchandise warehousemen control the activities of the present national body.

*ANOTHER important subject which may be discussed and which is of vital interest to the warehouse industry in particular and to the American business world in general, relates to*

## THE GOVERNMENT'S CENSUS PLANS

*which*

DO NOT INCLUDE PROVISION FOR OBTAINING  
WAREHOUSE STATISTICS.

*(See Page 10)*

# CONVENTION

## HOUSEMEN'S ASSOCIATION AT THE HOTEL GIBSON

*Reprinted from the November "Bulletin" of  
the American Warehousemen's Association:*

By Geo. S. Lovejoy, President.

THE distribution of merchandise through warehousing channels has been in the past an important part of the business. It is probable that in the future it will occupy a more important place in the business of warehousemen and, with this thought in mind, an invitation has been extended to many traffic men throughout the country to attend our Annual Convention and take up with us some of the vexatious questions which arise between principal and agent in the conduct of this business, in the hope that out of such a conference there may come agreement as to certain essential features and services, and what would constitute a proper remuneration for many of the different and special services required.

Your President has taken the liberty of extending such an invitation to traffic managers throughout the country, through the columns of *DISTRIBUTION & WAREHOUSING* (a paper devoting itself in a large measure to the interest of warehousemen) to attend our Convention and take up the matters of uniformity and charges pertaining to the handling of goods which are wholly for distribution. *DISTRIBUTION & WAREHOUSING* has taken quite an interest in this matter and has created considerable interest in it, on the part of many traffic managers.

We are setting aside part of our program for the purpose of meeting those who might attend to thrash out questions which have been coming up in the past. It is the idea to have this brought in on Wednesday afternoon or evening, and to continue it on Friday if necessary.

The traffic men have been requested to send their recommendations and complaints, and I would like to have our members send to Secretary Criss their recommendations and complaints, or any questions they might want to be brought up on this subject.

Kindly furnish the Secretary with this data promptly so that the matter can be handled efficiently. This should be given your early attention, as it has been the request of several members that the matter be taken up and it can now be done through our Central Bureau, which is in operation.

*DISTRIBUTION & WAREHOUSING* will be represented at the Convention by

KENT B. STILES, Editorial Staff  
FRED C. HAHNEL, Editorial Staff  
WILLIS D. LEET, Business Staff

*These three representatives will be quartered at the Hotel Gibson*

*The Warehousemen and the Traffic Managers are invited to get in touch with them.*

*They will be at your service.*

*Their story of the Convention will be published in the January issue of *DISTRIBUTION & WAREHOUSING*.*

# Traffic Managers Meet Warehousemen

## At Cincinnati

*December Convention Most Important in History of American Storage Industry—Co-operative Movement With Manufacturers — Congressional Neglect of Warehousing in Operation of 14th Census May Be Attacked—Cold Storage Owners Displeased With Proposed Federal Law Affecting Their Industry—Will Furniture Men Break Away from Parent Body?*

AMERICAN warehousing, which with each successive year is playing a more important role in the world's mightiest business drama, Yankee Industry, is looking upon December of 1919, as the most progressive and constructive month in its history.

The superlative is used because a new era dawns in this history—an era of co-operation between American warehousing and the American manufacturing world.

Twenty-eight times prior to this year the American Warehousemen's Association has held annual conventions, and American manufacturers did not send representatives to those gatherings to discuss problems which, being mutual, perplexed both alike and tended to create confusion because no orderly program of getting together had ever been arranged.

This year, American manufacturers have decided that there is wisdom in having their traffic managers—the men who come closely into business contact with the warehouse owners—attend the twenty-ninth annual convention of the warehousemen's organization.

America's storage plants in the aggregate are forming a wider and deeper channel through which the nation's raw and finished products are being directed. The flow of this channel is being interrupted here and there

### MESSAGE

*"November 14, 1919.*

*"To the Traffic Managers attending the Convention of the American Warehousemen's Association at Cincinnati, December 10th, 11th and 12th, 1919:*

"It is a great pleasure to the members of the American Warehousemen's Association to meet the traffic managers of some of our largest industries and discuss the many problems that confront us both.

"There is no doubt but good will come from such co-operation and that the many problems which have been a source of great annoyance and expense to both warehousemen and merchants can be readily adjusted to our mutual advantage and that much of constructive value will be the result of our gather in Cincinnati.

"Geo. S. Lovejoy,  
"President."

by rapids and whirlpools—the misunderstandings between the manufacturers and the warehousemen. And that is the reason why manufacturers are sending their traffic managers to the Cincinnati convention — that these rapids and whirlpools may be eliminated, so that the current will move swiftly, bearing on its surface the prosperity to be derived from co-operation in the expanding industry known as merchandise distribution.

Exactly how many traffic managers were to attend the Cincinnati convention was not definitely known

at the time the December issue of DISTRIBUTION & WAREHOUSING went to press about ten days before the participants to this assembly began arriving in the Ohio city. On page 11 appears a list of manufacturing companies whose traffic managers were shaping their business so as to attend the convention. It was known that warehousemen had invited still others who were expected to take the journey; and several traffic managers who were unable to go had prepared memoranda covering the subjects which they thought ought to be discussed especially.

The convention plans, tentatively arranged a week before the opening day of the convention—December 10, Wednesday—were as follows:



The convention place is the Hotel Gibson.

The merchandise subdivision, at whose meetings the discussions with the traffic managers take place, convenes at noon on December 10. This session continues all afternoon and evening.

The cold storage and household goods subdivisions, in whose activities the manufacturers' representatives are not particularly interested, have their meetings scheduled for Thursday, December 11.

Once the discussions, with the traffic managers have been begun, however, it is not the desire of the warehousemen to permit of any interruption. Consequently these discussions will be resumed at the second day's session — Thursday, December 11—with traffic men and warehouse delegates participating, the warehouse delegates being those who are not interested in the deliberations at the meetings of the cold storage and household goods subdivisions. The programs for these two subdivisions were somewhat undecided a week prior to the convention.

The discussion between the warehousemen and the traffic managers will be taken up again on December 12, the concluding day of the convention.

What is to be achieved by this initial effort on the part of both sides to get together? No one can foreshadow this—but the men who are getting together are narrow-visioned and small-time exponents of American business if permanent and constructive results are not obtained.

Such results are going to be obtained.

The traffic managers who visit Cincinnati are doing so in response to an invitation from George S. Lovejoy, of Boston, who is president of the American Warehousemen's Association and general manager of the storage department of the Quincy Market Cold Storage and Warehouse Company, one of the largest warehouse concerns in the country. At the sessions of the convention, which is to be an open one, these traffic executives will have all the privileges which the association members possess except one—that of voting.

The traffic men upon their arrival are expected to register, as do the members, in an association book provided for that purpose. Upon registering each will receive a guest's badge entitling him to admission to the floor of the convention.

The Chamber of Commerce of Cincinnati has promised to co-operate with the American Warehousemen's Association to make the convention a successful one, and the Chamber will work with F. W. Berry, superintendent of the Baltimore & Ohio Storage Warehouses of Cincinnati, in extending the customary convention hospitality and in making the traffic men's time enjoyable. Mr. Berry has been of very valuable assistance in making hotel reservations for the traffic managers.

What is to be the character of the discussions between the merchandise warehousemen and the traffic executives? Charles L. Criss, general secretary of the Association, informs DISTRIBUTION & WAREHOUSING:

"The program is being prepared to cover a lot of questions which occur to warehousemen in connection with which some degree of standardization ought, and possibly can, be established. It is expected, however, of the traffic managers who attend that they shall submit matters for discussion which they deem pertinent. I think the best results in this would be for them to frame a few of these questions before coming to the convention and submit them in writing. That would enable the chairman to handle them and to group related questions to better advantage than if they were just sprung on the floor."

This thought has been conveyed in writing to all the traffic managers who purposed to attend, and there will be no paucity of subjects for discussion which will interest both sides. Mr. Criss has a number of points listed from the warehouseman's point of view, and he has been in communication with several of the traffic managers who will attend. Meanwhile, Robert L. Spencer, of the Duquesne Warehouse Company of Pittsburgh, has written to several of the large distributors whose commodities are handled through the Duquesne plant, asking for suggestions and requesting them to outline their thoughts on

These manufacturing companies, situated in twelve States and Canada and which are merchandise distributors through warehouses, have been sold on the idea of personal contact. Their traffic managers expect to cash in on this idea at Cincinnati.

- Ballard & Ballard (flour), Louisville, Ky.  
Fred Borries, Traffic Manager.
- Cheese Shippers' Traffic Association, Milwaukee.  
F. M. Elkinton, Traffic Manager.
- Colgate & Company, Jersey City.  
D. M. Pomfret, Traffic Manager.
- Columbia Graphophone Company, Bridgeport, Conn.  
R. L. French, Traffic Manager.
- Crosman Bros. Company (seeds), Rochester, N. Y.  
C. J. Stolbrand, Traffic Manager.
- F. F. Dailley Corporations, Ltd., Hamilton, Can.  
John J. Sinnott, Traffic Manager.
- Furniture Manufacturers' Association of Grand Rapids, Mich.  
F. E. Jones, Traffic Manager.
- Hoosier Manufacturing Co. (kitchen cabinets), New Castle, Ind.  
C. V. Wake, Traffic Manager.
- Indian Packing Co. (pure food products), Green Bay, Wis.  
Earl M. Medbury, Traffic Manager.
- James B. Sipe & Co. (oils and paints), Pittsburgh.  
E. Stanley Grant, Traffic Manager.
- J. B. Ford Company (chemicals), Wyandotte, Mich.  
J. S. Kellie, Traffic Manager.
- Jersey Cereal Food Company, Cereal, Pa.  
H. N. Black, Traffic Manager.
- Kellogg Toasted Corn Flake Company, Battle Creek, Mich.  
E. Wallace, Traffic Manager.
- Keystone Steel & Wire Co., Peoria, Ill.  
John Simons, Manager, Transfer Department.
- Mente & Co. (bagging), New Orleans.  
W. H. Powell, Traffic Manager.
- Peters Cartridge Company, Cincinnati.  
George W. Collins, General Traffic Manager.
- P. W. Drackett & Sons Co. (chemicals), Cincinnati.  
H. B. Ruby, Traffic Manager.
- Vick Chemical Company, Greensboro, N. C.  
C. J. Yates, Traffic Manager.
- Whitaker Paper Company, Cincinnati.  
L. B. Vogelsang, Traffic Manager.
- National Implement and Vehicle Association, Chicago.  
W. F. Evans, Freight Traffic Manager.

# THEIR GOAL IS CINCINNATI

**The Peters Cartridge Company**  
METALLIC and SHOT GUN AMMUNITION  
Cincinnati, O. U.S.A. November 14th, 1919

Transfer and Storage,  
230 W. 39th St.,  
New York.

Gentlemen:

Attention Mr. Kent B. Stiles

We have yours of the 10th, replying to which will say we do not have very much business handled through warehouses. As a rule, however, your attention will be here December 20th to 14th, and the writer will make special effort to attend.

Very truly yours,  
H. C. Peters  
General Traffic Manager

**COLUMBIA GRAPHOPHONE MANUFACTURING COMPANY**  
COLUMBIA GRAPHOPHONE COMPANY  
THE COLUMBIAN

Mr. Kent B. Stiles, Editorial Dept.,  
Transfer & Storage,  
230 West 39th St.,  
New York, N. Y.

Dear Sir:

Referring to your circular letter of Nov. 8th, if things are in such shape that I can attend meeting at Cincinnati, I will be there.

Very truly yours,  
R. L. French  
CHIEF OF TRAFFIC MANAGER.

**Colgate & Company**  
Tooth, Nailers & Hygienics  
New York

Mr. Kent B. Stiles,  
Editorial Dept.,  
Transfer & Storage,  
230 W. 39th St., N.Y. City.

Dear Sir:

Will you kindly send me a copy of the November issue of "Transfer & Storage"? Also advise whether the A. W. A. will hold their convention at Cincinnati Dec. 10th-12th inclusive. Note from your circular letter that I am one of the industrial traffic managers who will attend this convention and I sincerely hope that if I do the members of the A. W. A. will co-operate with the shippers' representatives in every respect.

Yours very truly,  
C. Colgate & Co.  
Traffic Manager.

**Furniture Manufacturers Association**  
of Grand Rapids, Michigan

Mr. Kent B. Stiles, Associate Editor,  
Transfer & Storage,  
230 W. 39th St.,  
New York, N. Y.

Dear Sir:

Referring to your favor of October 5th and November 8th relative to the annual convention of the American Warehousemen's Association at Cincinnati on December 10, 11, and 12.

I note that this meeting is to be a joint meeting with the traffic representatives of the various industries who are using warehouses for storage and distribution and that it is proposed to form an organization for the purpose of co-operation between these two industries. Personally, I am very much in favor of such an organization could be established and operated in a way to be of benefit to all concerned. It is my purpose to attend this meeting and will be very glad to assist in any way that I can.

Yours very truly,  
Furniture Manufacturers Association

**THE F. F. DALEY CORPORATION LIMITED**  
50 JAMES STREET SOUTH  
HAMILTON, CANADA

November 24th, 1919.

Dear Sir: Transfer & Storage,  
230 West 39th St.,  
New York City.

Attention Mr. Kent B. Stiles,  
Editorial Dept.

Gentlemen:

Referring to your letter of November 10th, it is the writer's intention to accept the invitation from the American Warehousemen's Association to attend their convention at Cincinnati on December 10th, 11th and 12th, and we shall be glad to receive any further information which you have at your disposal.

Yours very truly,  
F. F. DALEY CORPORATION LIMITED

**Van's Food Products Co.**  
You'll Find It in Every Home  
BATTLE CREEK, MICH.

Mr. Kent B. Stiles,  
o/o Transfer & Storage,  
230 West 39th St.,  
New York, N. Y.

Dear Sir:

I have your circular of the 8th in reference to your meeting in Cincinnati on Dec. 10th, 11th and 12th. This is to advise you that I will be present at your meeting.

I wish to thank you very kindly for the invitation. Getting co-operation between Traffic Departments and your this get together meeting.

With kindest regards, I beg to remain  
Yours truly,  
Van's Food Products Co.  
Traffic Manager.

how distribution requirements should be met by warehousemen, and these ideas will be presented at the convention by Mr. Duquesne. Other suggestions regarding subjects will be made by Alton H. Greeley and Frank Rochambeau, respectively president and secretary of the American Chain of Warehouses, which has thrown its support to this co-operative movement.

In general, it may be said that these subjects relate to such fundamentals as standard cost account systems, stock reports, methods of storing given commodities, alleged profiteering by warehousemen, and damage claims. All of these subjects were covered extensively in the November issue of *DISTRIBUTION & WAREHOUSING* through the publication of extracts from letters received from many traffic managers and warehousemen expressing frankly not only their particular viewpoints but their specific criticisms, showing how differently the two sides regarded any one situation. Copies of the November issue will be placed at the disposal of the warehousemen and the traffic managers before they go on the floor of the convention. These extracted texts have astonished and enlightened even some of the most wide-awake manufacturers

and warehousemen who were aware in a general way that controversies existed; warehouse leaders who are behind the co-operative movement concede frankly that these texts did more than any other one influence to sell them on the necessity of endeavoring earnestly to have the traffic managers and the storage executives understand one another's viewpoints better than they have in the past.

The cost account system, which was explained in the October and November issues of *DISTRIBUTION & WAREHOUSING*, is something which the American Warehousemen's Association is seeking to have introduced universally among warehousemen throughout the country. In effect, it is an attempt by the warehousemen to standardize methods of storing, and charging therefor, so that "fair compensation," rather than the low rates which they claim have heretofore prevailed, may accrue to the storage men. This revised cost handling system affects, of course, the manufacturers who distribute through warehouses—and the campaign to have it adopted generally is one of the basic reasons for the determination by traffic managers to investigate it through personal contact with the warehousemen at the Cincinnati convention.

It is a question whether the traffic managers who go to Cincinnati will organize a national association of their own for the specific purpose of keeping in touch, in an organized way, with the American Warehousemen's Association. Warehouse leaders have suggested that the existence of such an association would be beneficial both to the storage industry and to manufacturers. The American Warehousemen's Association has its central information bureau at Pittsburgh, operated by Mr. Criss, and branches have been in existence for some time at New York and Boston. One was created recently at New Orleans, and warehousemen in Kansas City and other cities are talking of establishing branches. The thought in the minds of warehouse executives is that a great deal of good would result, and that the co-operative results of the Cincinnati convention would better be assured something like permanency, were an association to be formed which would have its membership limited to traffic managers who distribute through warehouses. These warehouse executives believe that such an organization would not in any sense rival the National Industrial Traffic League—that its sole purpose be co-operation with the warehouse industry through the establishment of a central traffic managers' central bureau with a view to taking up the common problems one by one and working out a solution for each.

Some of the traffic managers who are going to Cincinnati are convinced that an association operating in this way would be invaluable to the manufacturing industries which have relations with warehouses, and these have expressed their purpose of seeing that the suggestion receives serious consideration.

Manufacturers whose traffic managers will be unable to attend the convention have written letters to DISTRIBUTION & WAREHOUSING expressing their interest in what

is to take place at Cincinnati. Some of these have communicated with warehousemen who are not members of the American Warehousemen's Association, urging them to go to Cincinnati for the purpose of obtaining the traffic managers' viewpoints on distribution and storage problems.

The outcome of this sort of propaganda, combined with the importance of the convention itself, will logically be immediate growth in size and power by the Association; and this expansion will, warehouse leaders believe, place the organization in a more strategic position to work in a co-operative way with the manufacturers and their traffic managers.

THE war disclosed conclusively something which warehouse leaders have long maintained—that the available storage space in the United States today is not sufficient to accommodate the nation's industrial requirements. Merchandise, furniture and cold storage warehouses are too few in number in all parts of the country. Thousands of new warehouses of all three types are going up, but the expansion of business is outstripping the expansion of storage plant construction.

The warehouse industry today has no conception as to how big it is or how fast it ought to grow to keep pace with America's after-the-war domestic and international trade activities.

The Government itself has no idea of the side of the warehouse industry. How can it have when Congress is authorizing no provision for making inquiry?

Big business interests which import millions of dollars worth of commodities annually make use of the warehouses constantly. The success of these big business interests means prosperity for the nation. It would be to the advantage of these interests to possess comprehensive knowledge of the country's warehouse facilities.

This is not theoretical reasoning. Charles H. Moores,

## The Cincinnati Convention

(Reprinted from November issue of  
DISTRIBUTION & WAREHOUSING.)

IT is curious that the American manufacturing world and the American warehouse industry, which in conjunction transact millions of dollars worth of business annually, have never undertaken to organize co-operatively. The situation is incredible. Even the casual observer of industrial affairs must marvel at the shortsightedness. The distributor of products and the owner of the storage plant through which those commodities pass from factory to consumer have been quarrelling in petty ways for years; yet it is a fact that the problems which are the subjects of those controversies have their solutions if the two parties to the disputes would get together and talk things over. Common sense dictates that they should do so.

In the long run the dictates of common sense are never denied. It may be that startling achievements will not be the fruits of the annual convention of the American Warehousemen's Association at Cincinnati in December. But if fruits are not garnered this year, it is certain that the seeds of co-operation will be planted during the Ohio meeting between industrial traffic managers and warehousemen.

To the manufacturers who distribute through warehouses the word has been sent forth by the warehousemen that the Cincinnati convention is to be an open forum for the discussion of the bickerings which have served to arouse the spirit of indifference, if not hostility, between the traffic manager and the commercial storageman. A number of representative traffic executives have announced their purpose of attending the convention. Others equally sensitive to the trend of the situation and visualizing the possibilities, have indicated they are hopeful of going.

The business of warehousing will attain prosperity in proportion as it attracts the co-operation of manufacturers. The storageman has service to sell, and unless that service is made 100 per cent. perfect the sales are going to fall off. There are some warehousemen who are not giving 100 per cent. quality of service today, as is evident from the fact that a number of manufacturers, dissatisfied with conditions, are eliminating the warehouse entirely and opening branch offices in the territories in which they distribute. When a manufacturer takes that step, the warehouseman is at fault in some way.

What is the fault? How can it be corrected?

These questions and a thousand others equally vital can be answered at Cincinnati.

It is a timely and constructive suggestion that every merchandise warehouseman write a personal letter to an industrial traffic manager of his acquaintance inviting him to be in Cincinnati during the three days, commencing December 10th.



of Chicago, one of the leading warehouse engineers in the United States, is authority for the statement that trade associations are thirsting for this knowledge.

"We are getting inquiries regularly from different Chambers of Commerce bodies for data on warehouses and their benefit to the community," to quote Mr. Moores.

And Alvey A. Adey, Second Assistant Secretary of State, writes in response to an inquiry:

"In reply, you are informed that (American) Consular officers are from time to time in receipt of inquiries from foreign merchants in their districts regarding American industries, with particular reference to their export facilities. It is evident that warehouses form an important in the link of distribution, and that upon the warehouse facilities of a given American city, production district, or shipping point, depends to some degree its ability to serve foreign markets as occasion demands and as shipping space is available.

#### Interest Shown in Warehouse Facilities

"Prospective foreign importers, giving careful study to industrial conditions in this country, will naturally be interested in the capacities and locations of warehouses, and the Consular officers of this country will be able to furnish the required information in this regard by having on file the list furnished by the American Warehousemen's Association."

The inquiry which brought this reply from the Department of State had to do with the transmission, to Consular officers, of a list of warehouses furnished to the Department by the American Warehousemen's Association.

Here is one of the highest branches of the American Government—the Department of State—recognizing the value of foreign business interests receiving such information—and this information is limited—as is available regarding Yankee warehouse facilities.

Another high branch of the American Government—the Department of Commerce—possesses the authority to obtain, for the benefit of business interests both at home and abroad, statistical information regarding America's warehouse facilities. Congress, when enacting the legislation necessary for the taking of the Fourteenth Census, to be carried out beginning in 1920, made no provision for covering the warehouse industry.

#### No Statistics of Industry

Statistics will be obtained regarding population, agriculture, manufactures, and mines and quarries, and forestry and forest products. None will be obtained, under the law as passed, relating to the warehouse industry.

Samuel L. Rogers, Director of the Bureau of the Census of the Department of Commerce, writes under date of November 10, in reply to an inquiry:

"I regret that the law governing the Bureau of Census contains no provision under which I would be warranted in making a census of warehouses. We recognize the importance of information on this subject, but in the absence of legal authority I do not feel justified in undertaking the inquiry."

Writing, in reply to further inquiry, under date of November 15, Mr. Rogers says:

"In order to have the Census Bureau collect information concerning the warehouse and storage business, it will be necessary to have the Act (providing for the Fourteenth Census) amended."

Mr. Rogers suggested that the situation be placed before the Census Committees of the Senate and the House of Representatives. A letter to the chairman of the House Census Committee brought no reply. An inquiry directed to the Census Committee of the Senate elicited the following information, under date of November 21, from United States Senator Howard Sutherland, of West Virginia, chairman:

"It is absolutely impossible to amend the law governing the taking of the Fourteenth and subsequent Censuses so as to provide that the warehouse industry may be covered. The Census Law was passed last winter and all the census schedules have been prepared, and are probably being distributed.

"It may be possible that a special inquiry could be made in regard to this subject after the regular census has been completed; and it might be well for you to take up that matter with Mr. Samuel L. Rogers, Director of the Census."

#### Resolution of Congress Needed

In a subsequent letter, dated November 29, Senator Sutherland explained:

"I intended to convey the idea that it would be impossible to amend the new census law in time to get the inquiry regarding storage warehouses made in January, when the census taking will begin. The law covering the decennial census about to be taken was passed last February or March before the close of the last Congress. Shall be glad to be of any further assistance."

The suggestion made by Senator Sutherland in his first letter—that the question of a special inquiry be taken up with Mr. Rogers—was placed before Mr. Rogers and brought the following reply, under date of November 28:

"It would be possible, of course, for the Bureau of the Census to conduct a special inquiry in regard to the warehouse industry after the completion and publication of the statistics of the Fourteenth Census. Such investigation would, however, have to be based upon an order from the Secretary of Commerce or a resolution of Congress:

"Some preliminary investigation would be necessary in order to determine the scope of the inquiry. I am at present unable to outline the character of the questionnaire that should be submitted to the warehouse industry and do not feel warranted in attempting to outline such an inquiry in advance of an authorization being given by the Secretary of Commerce or by Congress.

"Under the present law it is proposed to complete and publish the Fourteenth Census within three years dating from July 1, 1920. You therefore have ample time to consider the matter and I will be glad to receive



# THEIR AIM IS CO-OPERATION

**JERSEY CEREAL FOOD CO.**  
CEREAL PA.  
PITTSBURGH DISTRICT

Transfer & Storage,  
235 West 30th Street,  
New York, N. Y.

Gentlemen:

Your letter of the 8th received requesting us to attend the annual convention of the American Warehousemen's Association, Cincinnati, Ohio, if possible, will endeavor to attend.

I wish you would address the register "Transfer & Storage" to the attention of the writer, also any correspondence.

Yours very truly,  
ATTN: MR. E. D. STILES

*Mr. Stiles*  
CINCINNATI, OHIO

**The Whitaker Paper Company**  
Cincinnati, Ohio, U.S.A.

Mr. Wm. E. Stiles,  
National Department,  
Transfer & Storage Building,  
235 West 30th St.,  
New York City.

Dear Sir:-

I have your letter of 11th inst. dated reference to the annual convention of the American Warehousemen's Association to be held in this city on December 10, 11 and 12, and it is with pleasure that I can advise that it is my intention to attend the sessions at this warehouse.

*Wm. E. Stiles*  
CINCINNATI, OHIO

**JAMES B. SYPE & CO.**  
SYPE'S JAPANESE GALS.  
CHINA GALS. AND JAPANESE SPECIALTIES.  
BESSEMER BUILDING

Transfer & Storage,  
235 West 30th Street,  
New York, N. Y.

*Pittsburgh, Pa.*  
November 11, 1919

Dear Sir: Attention Mr. E. D. Stiles.  
I have your letter of November 8th regarding convention of the American Warehousemen's Association in Cincinnati on December.

While I am not in position to give a definite answer, I want you to know that we are much interested in this meeting and will attend, if it is possible to do so.

Yours very truly,  
JAMES B. SYPE & COMPANY,  
Traffic & Distribution Agt.

**Ballard & Ballard Co.**  
Louisville Kentucky

Transfer & Storage,  
235 West 30th Street,  
New York, N. Y.

Gentlemen:-

Re your letter of Nov. 8th, and unless something unforeseen occurs, will have a representative from our Traffic Department at the American Warehousemen's Association Convention in Cincinnati on December 10, 11 and 12, and would like to know what day the Traffic men are especially wanted.

Yours truly,  
BALLARD & BALLARD CO.

*E. D. Stiles*  
Traffic Manager

**MENTE COMPANY**  
BURBANK, CALIF.  
NEW ORLEANS, LA.  
Nov. 13, 1919.

The Transfer & Storage Publishing Corp.,  
U. P. C. Building,  
New York City, N. Y.

Dear Sir:-

This will acknowledge your letter of 8th inst., advising the American Warehousemen's Association will convene at Cincinnati on December 10th-11th and 12th, and also to thank you for your cordial invitation to attend same. If it is possible to do so, I will gladly avail myself of the invitation.

Yours very truly,  
*Wm. E. Stiles*  
Traffic Manager

**The F. M. Brackett & Sons Co.**  
CHEMICALS  
CINCINNATI  
OHIO  
1919

REPLY TO: R. S. Rubeys

The Transfer & Storage Publishing Corporation,  
U. P. C. Building,  
235 West 30th Street,  
New York City, N. Y.

Gentlemen:-

Re your letter of November 8th, calling our attention to the Convention of American Warehousemen's Association to be held at our city on December 10, 11 and 12. The writer will endeavor to be present at this meeting.

We did not know that there was such a thing in the constitution of the warehousemen as co-operation. If it is to be brought out at this meeting we certainly desire to be present.

Very truly yours,  
THE F. M. BRACKETT & SONS COMPANY,  
Traffic Manager

any suggestions you may submit or to have a personal conference with you on the subject."

Herein lies an opportunity for the American Warehousemen's Association to have this unfortunate situation remedied. The inference to be drawn from Senator Sutherland's first letter is that there exists legal machinery which, put in motion by the Department of Commerce, would lead to a special census inquiry covering the warehouse industry. Mr. Rogers, the Director of the Census, is ready to go ahead with such a task upon being authorized by the Department of Commerce to do so.

The American Warehousemen's Association, by getting in touch with the Department of Commerce, may be able to achieve something the need for which is recognized and alone by the warehouse industry and business interests generally, but by the Director of the Census himself when he writes: "We recognize the importance of information on this subject."

It is not too late, even in the latter part of 1919, to endeavor to bring about the desired result, inasmuch as the three-year period for the taking of the Fourteenth Census does not terminate until July 1, 1923.

In the census schedule relating to the taking of statistics covering the nation's agriculture resources a special provision has been incorporated into the Fourteenth Census Act. This special provision requires that "inquiries shall be made as to the quantity of land reclaimed by irrigation and drainage and the crops produced; also as to the location and character of irrigation and drainage enterprises, and the capital invested in such enterprises."

The Department of Commerce should be requested by the American Warehousemen's Association at its Cincinnati convention to make an inquiry "as to the number of warehouses; also as to the number and character of warehouse, and the capital invested in such warehouses."

(Continued on page 47)

# STORAGE INSTRUCTIONS FOR THE WAREHOUSEMAN

*Standard Systems Devised by Traffic Managers for Handling Commodities Benefit Business—How the J. B. Lord Place Operates Through 200 Plants*

MANY traffic managers employed by manufacturers who distribute commodities through warehouses complain regarding the way in which these goods are handled in the storage plants. If the traffic executive who is not satisfied with the service sold him by the warehouse owners will analyze his own methods of doing business he may find himself subjected to a shock that will be beneficial.

There are a number of traffic managers who long ago awoke to a realization that the blame for faulty storing of products was not alone the warehouseman's. These managers put themselves in personal contact with the warehousemen with whom they did business and made a study of warehouse conditions. They investigated also the various methods of storing. This knowledge they connected up with what they knew about railroad freight conditions. They then seated themselves in their offices and each worked out a uniform system of instructions to warehousemen regarding storing, handling, bills of lading, claims against carriers, etc.

Equipped with this system, these traffic executives were in a position to go to a warehouseman and say:

"I want your service and I am willing to pay well for it. But that service will have to include co-operation. Co-operation means in part the storing of my goods in the way I want them stored. It means also the making of bills of lading in the way I want them made.

## IT IS CONCEDED—

*That every merchandise warehouseman who distributes for manufacturers has an intelligent idea regarding storage of products generally—*

## BUT:

Some manufacturers demand that their commodities be stored in certain ways; and

There are traffic managers who say arbitrarily that certain methods must be pursued by the warehouseman in the matter of bills of lading, damage claims, cartage, stock reports, etc.; and—

Many manufacturers and many traffic managers take it for granted that every warehouseman has a detailed knowledge of every particular method of storing and handling any given commodity.

IT OCCURRED TO THE J. B. FORD COMPANY, MANUFACTURERS OF CHEMICALS, OF WYANDOTTE, MICH., THAT THE PRODUCER WHO IS PARTICULAR AS TO HOW HIS GOODS ARE HANDLED MIGHT PROFITABLY TELL THE WAREHOUSEMAN WHY HE IS PARTICULAR—AND INSTRUCT HIM HOW TO HANDLE PARTICULAR GOODS.

*Read about the J. B. Ford system of working with the warehousemen who store the J. B. Ford products*

It means also the presentation of loss and damage claims in the manner I want them presented—and by me and not by you. It means further that you will have to make stock reports in the form which is convenient to me—not on the form which may be convenient to you and to other traffic managers for whom you store. Give me this co-operation and I'll buy your service. If you don't I'll buy from the warehouseman who will give me co-operation.

The warehouseman had no rebuttal. There was no leeway for argument. He could sell his service on the terms imposed—or allow the manufacturer's contract to go to a rival.

Every traffic manager in the country could with profit to his company equip himself with a uniform system—and the warehouse industry is not averse generally to seeing these systems placed in operation. This positive assertion is based on conversation

with a number of the leaders of the warehouse industry.

The subject is one which is considered by many merchandise storage men to be one which properly should come up for discussion at the December convention of the American Warehousemen's Association at Cincinnati. Moreover, the situation is one which conceivably could be handled in a logical way by a national association of traffic managers who distribute through warehouses—such an association, should one be organized at Cincinnati, to co-operate with the general information bureau which the American Warehousemen's Association has organized at Pittsburgh

**THE J. B. FORD COMPANY**  
WYANDOTTE, MICH.

**INSTRUCTIONS FOR MAKING BILLS OF LADING**

**STORAGE CO.—**

In shipping our goods you will please show description and weights on bills of lading as follows:

BRAND	Color of End Hoops	Description to be Shown on B-L	SHIPPING WEIGHT
"WYANDOTTE," Yellow Hoops (Soda Ash)	Yellow	Soda Ash	Barrels _____ 302 lbs. each 140 lb. Bags _____ 142 " " Kegs _____ 90 " "
Concentrated Ash (Soda Ash) Tanner's Alkali (Soda Ash)	Blue	Soda Ash	Barrels _____ 320 lbs. each
Wyandotte Cleaner & Cleanser (Soda Ash)	Red	Soda Ash	Barrels, bulk _____ 301 lbs. each " 50 5-lb. Bags _____ 277 " " Kegs _____ 90 " " Cases, 24 5-lb. Bags _____ 139 " " " 48 Handy Cans _____ 105 " "
Wyandotte Alkali Special (Soda Ash)	Green	Soda Ash	Barrels _____ 320 lbs. each Kegs _____ 90 " "
Wyandotte K. B. Special (Soda Ash)	Plain Iron	Soda Ash	Barrels _____ 320 lbs. each
Wyandotte Foam Cleaner	Plain Iron	Soap Powder	Barrels _____ 302 lbs. each Kegs _____ 90 " "
Wyandotte Metal Cleaner	Blue Hoop Blue	Cleaning Compound	Barrels _____ 422 lbs. each Kegs _____ 120 " "
Wyandotte Detergent	White	Soap Powder	Barrels, bulk _____ 274 lbs. each " 50 5-lb. Bags _____ 276 " " Kegs _____ 86 " "

THE J. B. FORD COMPANY.

Circular No. 13.

and which has branches in operation at Boston, New York, New Orleans and other cities.

Commodity by commodity, manufacturing products could be considered in relation to storing, and information of value could be issued by a national association of traffic managers regarding individual commodities, for the benefit of the warehouse industry.

Some years ago the J. B. Ford Company, manufacturers of chemicals, at Wyandotte, Michigan, visualized the necessity for standardizing the storing of its products in warehouses. This company today carries storage accounts at approximately 200 different points. The handling of its products through these warehouses is carried on in ways specified by the company.

### Know Requirements

"There are two reasons," to quote J. S. Kellie, traffic manager for the Ford firm. "The first is that we know more about our own goods than it is possible for anyone else to know. It is safe to assume that any man will know more about one thing than he can possibly know about many things. Our years of experience in handling our products have developed just what the requirements are to keep them in the best possible shape and for them to be handled with the minimum of loss and condition.

"For instance, while our product is a dry powder, we know that it is very susceptible to moisture and damp air. It therefore should not be stored in basements or other damp places, and, as it is a clean white powder, should be protected from dust and dirt. We know also that it will not contaminate or damage other material, except that if the powder reaches metals, particularly

iron, where there is dampness, it will cause rust, corrosion and consequent loss.

"As to the second reason, we store in a very large number of warehouses. Very seldom, two warehousemen have the same method of making reports—that is, their methods. Sometimes one thing will mean just exactly the opposite of the meaning intended, when explained in practically the same words.

### Adopt Standard Constructions

"For this reason we adopted a standard form, standard instructions; we furnish the forms and pay the postage, and we feel that we are entitled to have our accounts handled according to this standard system, especially as the warehouseman is advised, when we make our contract with him, just what we require, and the contract is made on that basis. When the contract is being made, if he does not wish to come up to our requirements he has a perfect right to refuse the contract with us or we have a right to refuse the contract with him; but, having come to an agreement, then it is his duty and our duty to live up to that agreement.

"In rebilling our goods, any variations in the description is liable to make a decided difference in the freight rate. If the goods are properly stored and properly handled and properly reported according to our instructions, then when anything happens the burden is upon us; but our experience is that it materially aids in avoiding damage claims, shortages, and so on."

In its literature setting forth instructions to warehousemen, the Ford firm has issued, in addition to the two examples reproduced on Page 17, two booklets. One relates to the general handling of storage accounts and the other deals with receiving notices and damage.

(Continued on page 27)

### IMPORTANT!

Put this in the hands of your Claim Department

To secure uniformity in presentation of claims on our shipments, and to relieve our customers from annoyance and delays in settlement, we have decided to make an iron clad rule that **ALL CLAIMS ON OUR SHIPMENTS WILL BE MADE BY THE J. B. FORD COMPANY.**

We will send you a signed copy, and hold in our files the original Bill-of-Lading, except, of course, on shipments "To Order." No carrier will settle a claim unless it is supported by the original Bill-of-Lading, hence, if you present a claim, it will only be delayed and eventually declined.

In case of overcharge, either in weight or rate, insist on the delivering line protecting weight and rate in the signed copy of Bill-of-Lading. Our weights are protected by an agreement with the Inspection Bureau, and our rates are carefully checked. Refer delivering line to us for additional charges if they are demanded. If they will not make delivery on original figures, pay additional charges and send us Expense Bill, or write us for instructions.

In case of ordinary loss or damage, have proper exceptions—as to actual condition of shipment—noted on the Expense Bill and send it to us with your statement of actual loss or damage and necessary expense. Give itemized account of labor, coorage, etc. On receipt of this information we will adjust with you and save you any further trouble or annoyance, as we will file claim.

**Remember these points:—**

- 1st. We make all claims.
- 2nd. We will adjust your actual loss promptly.
- 3rd. You Cannot make claim without original Bill-of-Lading, and we hold that document.
- 4th. Send us the Paid Expense Bill in all cases of overcharge, loss or damage.
- 5th. Give us your statement itemized.
- 6th. Don't delay.

Remember that whatever the railroad has to pay out of their legal rates on claims is a dead loss to them; give them a "square deal". It will pay you and pay us in the end. We believe that if these instructions, or rather requests, are followed out, a great deal of delay, annoyance and friction will be avoided.

Respectfully,

THE J. B. FORD COMPANY



# LOSS AND DAMAGE CLAIMS

## Information for Shippers and Consignees— Method of Procedure—Time on Filing Claims—Other Fundamentals

A GREAT many shippers are under the impression that a loss or damage claim cannot be handled successfully by a layman, the belief of many being that it is necessary to refer such claims against carriers to a lawyer for collection. While this manner of handling claims of this nature might be proper in rare cases, especially when the question involved is one of law, the average loss or damage claim can be presented by any shipper if the issue is a clean-cut one, and the facts show that the liability rests with the carrier. All that is necessary is to follow the rules regarding the preparation of the papers for the various kinds of loss or damage claims, as laid down by the carriers.

The present day policy of the railroads is to establish a reputation for prompt settlement and fair dealing in the adjustment of claims and, if they are properly presented, no difficulty should be experienced in obtaining both prompt and satisfactory settlements.

Under Section III of the conditions on the uniform Bill of Lading, claims for loss or damage must be made in writing to the carrier at the point of delivery, or point of origin, within six months after the delivery of property. In the case of failure to make delivery, claim should be filed within six months, after a reasonable time for delivery has elapsed. If claims are not presented within the six months period, the carrier cannot be held liable. The conditions for filing claim, as shown on the uniform Express Receipt, are the same, except that the period within which claim may be filed is four months instead of six months. In this connection, it might be well to direct the shipper's attention to the fact that a request to trace shipment which has been lost in transit does not constitute a legal notification that shipment is lost, and will not be accepted as such by the carrier. Unless claim is filed within the prescribed period, the carrier cannot be held liable, and claim will not be entertained.

WALKER D. HINES, Director General of Railroads, authorized the following statement on November 20.

"Reports both as to the number of loss and damage claims and overcharge claims presented and as to loss and damage freight claims and overcharge claims remaining unsettled just compiled for recent months show a very gratifying improvement in every respect, indicating that the number of both classes of such claims received in the three months ending September 30 shows a decrease as compared with the number received during the preceding three months and also that the number of both classes of such claims remaining unsettled in the three months ending September 30, shows a decrease as compared with the preceding three months.

"As to loss and damage freight claims presented, the number in the three months period ended June 30 was 1,035,981 and for the three months period ended September 30 was 1,002,642 or a decrease of 33,339. As to overcharge freight claims presented, the number in the three months period ended June 30, 1919, was 347,945 while during the three months ended September 30, 1919 the number was 332,736 or a decrease of 15,209.

"Figures as to unsettled loss and damage freight claims are checked up on the basis of the number on hand for four months and over and unsettled, whereas figures as to overcharge freight claims are checked up on the basis of the number unpaid and unsettled for more than three months. As of June 30, 1919, the number of unsettled loss and damage freight claims on hand for four months and over and unsettled was 251,585 while the number on hand, four months and over and unsettled as of September 30, 1919, was 167,928 or a decrease of 83,657. The number of overcharge freight claims as of June 30, 1919 more than three months old and unpaid was 24,254 and the number of overcharge freight claims more than three months old and unpaid as of September 30, 1919 was 14,699 or a decrease of 9,555."

Claims against rail carrier should be made for the market value of the goods at the time of shipment. While it is a fact that the price of a commodity may advance between the time of shipment and the time claim is filed, carriers are only based upon the market value of the commodity at the time of shipment. On the other hand, should the value of the goods lost or damage decline, the same principle as outlined above applies.

In filing claim covering shipments made via Express, the procedure as to basis of loss differs somewhat. If the invoice value of the shipment exceeds 50 cents per pound, and the actual value is declared on the express receipt, the claim will be paid on the actual value. But, if no valuation is declared on the express receipt, the claimant can only collect \$50 for shipments weighing 100 pounds or less or on the basis of 50 cents per pound on shipments weighing over 100 pounds.

In addition to the six months' clause, and four months' clause as shown on

the Bill of Lading and uniform Express Receipt, there is another provision in the Bill of Lading to the effect that suits for loss or damage against the railroad carrier shall be instituted within 2 years and one day after delivery of property, or within the same period after allowing a reasonable time for delivery. In such cases, it should be noted that two separate and distinct courses are to be followed:

First, that the claim be filed within six months and,

Second, that suits, if necessary, be instituted within 2 years and one day. If a claimant fails in the performance of the first requirement, he cannot recover the amount of his claim by complying with the second requirement. The Interstate Commerce Commission has approved the provisions in the Uniform Bill of Lading regarding time limit for filing of loss and damage claims. This ruling has been upheld by the United States Supreme Court, in which



decision it was held that the published conditions on the Bill of Lading should be adhered to.

The foregoing paragraph may confuse the reader, leading him to believe that it is necessary to both file claim and bring suit in order to obtain settlement. This is not the case, however; but, where a claim is filed within the six months' period and, due to some technicality, the settlement of it is held in abeyance for a period of 2 years, then only is it necessary to take legal action to obtain settlement. Such steps, if necessary, must be taken within the prescribed period of 2 years or the claim is outlawed.

A thing which has been the cause of considerable controversy is the phrase: "After allowing a reasonable length of time for delivery." As to what constitutes a reasonable length of time of delivery it is rather difficult to state in a general way. It must depend entirely on the circumstances surrounding each particular case. The method of conveyance, the distance, and the season of the year, are potent factors to be considered in defining this question. The safest method for a claimant to follow is to file claim within four months from date of shipment via express, and within six months from date of shipment via rail. In pursuing this course, the shipper eliminates any question as to whether or not his claim has been filed within the period prescribed by law.

There are many kinds of loss and damage claims. Among the most prominent are straight loss or damage, and concealed loss or damage claims. The former are easily collected when the evidence is plain that the liability rests with the carrier. Claims of this nature should be supported by a copy of the invoice covering the lost material, certified by the shipper, the original Bill of Lading and statement of the value of loss. This statement may be made either by the shipper or consignee, and should be made on the authorized form approved by the Interstate Commerce Commission.

Claims covering straight damage should be supported by the same documents, but, in addition to these, the original paid expense bill covering freight charges must accompany the claim. It is imperative however, that expense bills bear notation over the signature of the agent of the delivering carrier, showing the extent to which shipment was damaged.

Claims for concealed damages or loss should be verified by the strongest possible evidence. Carriers are required under the law, as interpreted by the Interstate Commerce Commission, to regard claims for concealed loss or damage with suspicion. They are not permitted legally to settle such claims unless satisfactory evidence of the liability of the carrier is shown. Most carriers furnish blank affidavits to be made as follows:

- (a) by the shipper
- (b) by the drayman delivering to the carrier
- (c) by draymen receiving from the carrier
- (d) by consignee

These affidavits state that the package was not opened or its contents removed while out of the carrier's possession. In cases where damage to property or pilferage is discovered after consignee has accepted delivery, it is necessary to prove by these affidavits that the goods were delivered to the initial carrier in good order; also, that when reaching their destination, they were in bad condition, or that part of contents of package was missing.

It is not necessary for the agent of the carrier to be present when shipment is unpacked. In cases of concealed loss or damage claims, supported by affidavits, it is necessary for the carrier to prove that the loss or damage occurred after shipment was delivered to consignee.

In summing up the question of loss and damage claims, it can be stated that no difficulty should be experienced in securing settlement. If the course outlined for the handling

of such claims in the preceding paragraphs is pursued, they should ordinarily be settled within two months. Where no technical question as to liability is involved, claims are adjusted by the carriers shortly after being presented.

In former years legitimate claims, where there was no dispute as to the liability on the part of the carrier to the shipper or consignee, were held up for a period ranging anywhere from 6 months to 2 years. The attitude of the carriers in this connection has changed in recent years, the carriers deeming it good business policy to settle promptly all just claims. The improvement in handling straight loss or damage claims on the part of the carriers has progressed in recent years to a degree which is phenomenal. When a delay in adjusting claims now occurs it can usually be attributed to the fact that the claim has not been properly presented, or some technicality has arisen which requires further investigation of the claim.

### THE MOTOR TRUCK

THE motor truck is taking the place of the native oxcart in the distribution of merchandise in the vicinity of Vigo, Spain. The Department of Commerce's "Commerce Reports," of Nov. 6, says:

"The sale of motor trucks has hitherto been impeded by the cheapness of hauling goods in native oxcarts. Now that the expense of feeding animals and the wages of drivers have risen and the price of gasoline has fallen a demand for motor trucks is felt. Their convenient and expeditious handling of bulky goods has been realized. This is especially the case in the cities. Several local firms have applied at this consulate for catalogs of motor trucks and it is extremely likely that some orders will be placed in the United States."

### UNIFORM RECEIPTS ACT SUSTAINED

HARRY MOHUN, General Counsel of the American Warehousemen's Association, announces that in the case of the Commonwealth of Pennsylvania vs. Rink, 70 Pa. Sup. Ct. 579 the constitutionality of the Uniform Warehouse Receipts Act of Pennsylvania was sustained.

The question raised in this case was whether the penal provisions of the Act were germane to the subject matter so as to be sufficiently covered by the title "An Act Relating to Warehouse Receipts." This was the only question involved and in fact the only one as to which the validity of the Act could well be questioned, according to Mr. Mohun.

This case arose out of the acceptance and storage of a large quantity of goods and the issuance of negotiable warehouse receipts on them. The goods were then delivered without the cancellation of the negotiable warehouse receipts, and the defendant set up the claim that the title of the law was defective and that the penal provisions could no be enforced against them.

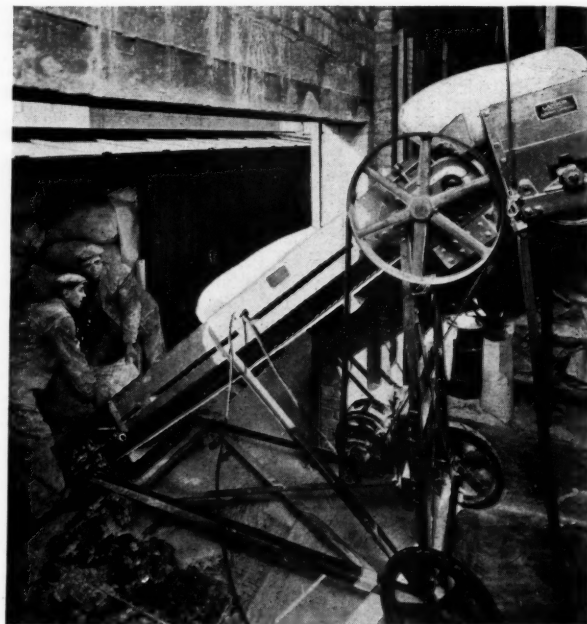
### WAREHOUSE HELP RELIEVES CONGESTION.

THE warehouse situation played an important part in the recent congestion in the port of Liverpool, England. At the instance of the city's dock board the warehouses agreed to aid in removing from the quays within forty-eight hours all shipments of bacon, grain, leather, wool and steel billets and bars. Carriers who held shipments in the quay warehouses were fined. Through this method the congestion was eased.

From a letter received from a Milwaukee storage company:—

"We have acquired a dock, 840 by 120 feet, with trackage alongside. We are expecting to improve this property in the near future with a modern warehouse built in sixty-foot sections, and will endeavor to incorporate into this building all the modern labor-saving devices and conveniences. We thought you would be in as good a position as any to assist us with information in regard to such devices and methods of construction."

DISTRIBUTION & WAREHOUSING is constantly in receipt of communications of this character.



1—Inclined elevator on wheels—removing wheat from freight car to storage rooms of Pillsbury Flour Mills Company at Minneapolis

## LABOR-SAVING MACHINERY IN WAREHOUSES

THE photograph often accomplishes more than the written word in selling the warehouse owner on the idea that labor-saving machinery makes for economy, particularly in this era of scarce and high-priced manual labor. It is with this thought that Distribution & Warehousing presents a series of thirteen "action pictures," showing mechanical devices in operation—with only enough text to serve explanatory purposes. All of these conveyors and other contrivances designed to conserve time and

money are being used today by the warehouse industry; and the industrial traffic manager whose manufacturer-employer is confronted with the labor shortage situation will find it worth his while to call his firm's attention to the desirability of examining these devices as to their merits for factory use.

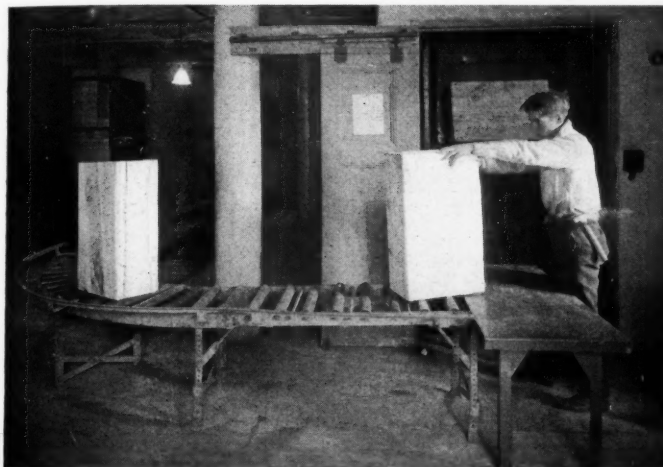
These thirteen photographs may be divided into two groups—the first five relating to the receiving of merchandise and the delivering of it to the proper parts



2—Gravity conveyor removing boxes from freight car at the Bevo plant of the Anheuser Busch plant at St. Louis



3—Portable conveyor at McElwain Shoe Company plant at Manchester, N. H.—for both loading and unloading



4—(upper left) Automatic elevator delivery station at Endicott Johnson shoe warehouse in New York. 5—(upper right) Piler raising bales of uniforms at Quartermaster's Depot at Schenectady, N. Y. 6—(lower left) Tube station at warehouse of Brigham Hardware Co., Cleveland—saving time and labor in communicating with other departments. 7—(lower right) Tube station, adaptable to warehousing, at offices of Brewer & Co., Worcester, Mass., drug manufacturers

of the storage warehouse; and the other eight (Nos. 6 to 13 inclusive) dealing with the shipping of merchandise from the time the order is received at warehouse to the time the goods enter the freight car.

Considering the group of five:

No. 1—The Pillsbury flour manufacturers make constant use of this inclined elevator in removing sacks of wheat from freight cars to storage rooms at Minneapolis. This type of elevator is adaptable to any kind of warehouse where bags are handled, and modifications of it are employed where boxes, crates and other packages are stored. Note that this device is mounted on wheels, so that it can be moved close to the freight car while the unloading is in progress, and can be returned to the interior of building when not in use.

No. 2—This gravity conveyor at the Bevo plant of the Anheuser Busch Brewing Ass'n at St. Louis, shows this device being utilized to unload a freight car. Boxes and crates of merchandise, so common to warehouses, may be moved on this type of conveyor, which

is mounted on swivel wheels so that the device may be moved in and out of the car at will and with little trouble. The boxes shown in this photograph are "empties" being placed on the conveyor and automatically counted by counting machines at the door of the car and then passed by automatic elevator to point of storage. Full boxes can be handled in the same way.

#### Conveyor for Loading and Unloading

No. 3—The white arrow on the rollers of this conveyor indicates the direction of movement of boxes of shoes from freight car to storage room at the McElwain plant at Manchester, N. H. This portable conveyor can be used both for loading and unloading. Having swivel wheels, it may be trundled out of the way when not in operation.

No. 4—Here is another Lamson device—the automatic elevator in use at a New York shoe warehouse. Cases are placed on this elevator in the receiving room in the basement and the elevator is set to deliver





8 and 9—Conveyor system which removed goods from an upper floor to the shipping room of the Diron Crucible Co.'s warehouse located in Jersey City

it automatically at any predetermined point. On each floor of the warehouse there is a station similar to the one shown in this picture, and in nearly every instance there is a gravity conveyor which carries the boxes from the receiving station to the part of the building where they are to be stored.

No. 5—This is a piler of the type used by the Government at the Army base at Schenectady. Labor shortage was one of Uncle Sam's biggest wartime problems and he made extensive use of labor-saving devices at his bases throughout the United States and abroad. These pilers are used for bags, bales, boxes and other packages containing all kinds of products. As the picture itself explains to the eye, the object of the device is to raise the merchandise to a point where men may easily place it on top of the pile. Warehouse space is conserved. In this photograph, bales of army uniforms are being stacked to the ceiling of the room.

In considering the second, or shipping, group of pictures, it should be kept in mind that the use of

labor-saving machinery is not confined to actual movement of merchandise itself. Speed in executing shipping orders is vitally important in the warehouse as well as in the manufacturing plant. The office boy scurries along with a tray of wind-rumpled papers for some executive; clerks hurry papers to departments and dash back to desks for more papers; the shipping superintendent invades with orders for a quick "O. K." Even the warehouse owner himself emerges, galloping to the treasurer, with a mail boy in tow, with a check for signature. The basket on the warehouseman's desk may be overflowing with papers of importance which ought to move forward at once to other departments. Slow service is the weak spot today in many warehouses, and more clerks are employed than is necessary; perhaps the whole organization drags as though some invisible power were delaying the progress desired.

#### Centralize Business

This problem is being solved by pneumatic tubes at the big warehouse of the Brigham Hardware Company of Cleveland, as shown in Picture No. 6; and No. 7 shows one of the branch stations, with pneumatic tube service, at the plant of Brewer & Company, drug manufacturers, at Worcester, Mass. By installing this service the warehouse owner or superintendent may send his orders to any part of his establishment. Clerical work is segregated so as to release valuable space for other purposes. Business is centralized. The warehouse office may be placed on an upper floor, where the stenographers find the light good and from which the letters and other communications may be carried by tube from stenographers to all parts of the warehouse.

As shown in Pictures Nos. 8 and 9, conveyors carry all kinds of packages quickly and cheaply—barrels, cases of shoes, rolls of paper, crates of fruit, boxes of dry goods, hardware, drugs, etc. Conveyors eliminate



10—Portable conveyor carrying packages from storage department of Niagara County Preserving Corp., Wilson, N. Y., to shipping department



delays which are prevalent when porters have to truck the packages through the warehouse. Inclined or vertical conveyors raise the incoming packages to the desired floors, where gravity conveyors carry them to where they are stored. Portable conveyors, mounted on swivel wheels, are utilized to carry the packages to bins or piles. Outgoing merchandise is carried by these portable conveyors to spirals or chutes which terminate in the shipping room. This continuous conveying system keeps the goods constantly on the move. In army warehouses in wartime a familiar slogan was: "Keep the goods moving." Picture No. 10 shows one of the portable conveyors in action, transporting merchandise from storage room to shipping department.

#### Portable Gravity Conveyor

From the shipping department a portable gravity conveyor carries goods into the freight car, as shown by Picture No. 11. After the car has been loaded the conveyor is removed to another part of the building.

No. 12 shows a portable conveyor utilized by Uncle Sam, Warehouseman, at the Schenectady Army base. Packages are being carried from warehouse into freight car. This conveyor may be mounted either on wheels or, to accommodate certain conditions, on boxes, barrels or other supports. The text under this photograph explains why eight men are shown where only one is necessary.

No. 13 shows an interesting Lamson loading device used by a manufacturer but adaptable to warehouses—particularly those warehouses which have direct trackage facilities. Here, products come from the factory on a slat conveyor, which is shown under the roof. The freight cars would be drawn up alongside this conveyor and loaded direct from it. This affords a practical and quick method of loading. A somewhat similar plan is followed at the flour mills of the Washburn-Crosby Co. at Minneapolis. There, a Lamson belt conveyor runs alongside the track, above the cars. When a car is loaded a chute is run out from the conveyor into the car door and a deflector is used to throw the bags of flour from the conveyor into this chute. In



11—Loading boxes into freight car at plant of U. S. Cartridge Co., Lowell, Mass.

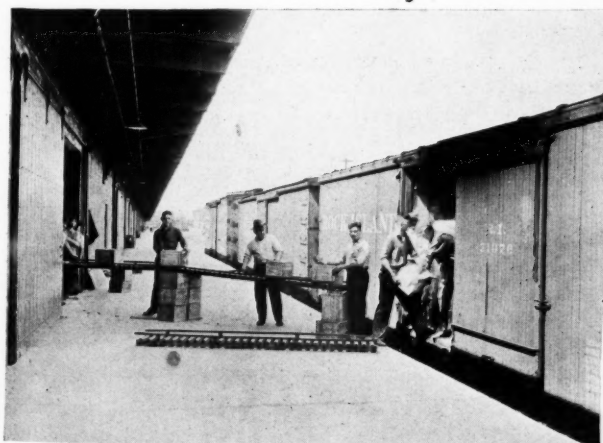
this way the bags may be loaded into three or four cars simultaneously while they stand on a spur track.

Gravity conveyors in warehouses recommend themselves in many ways. "Gravity" does not eat its head off in wages, nor does it collapse under a load of rush work. They frequently repay their cost within a year or even less, and they save back-breaking, useless, wasteful man-power. Conveyors often save their cost in weeks or months by enabling quicker and better handling routine to be installed. This is in addition to the saving due to labor saved.

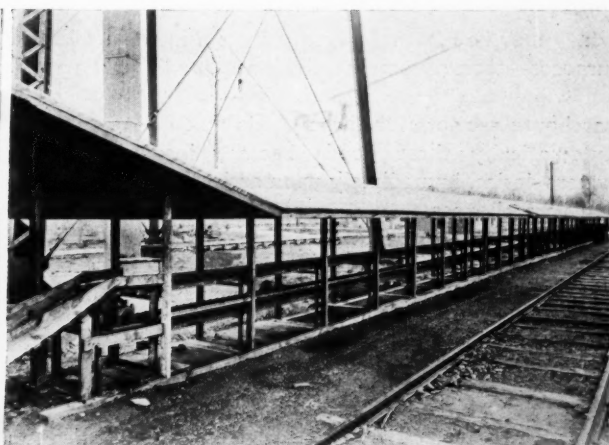
"The fewer the employees, the greater the profits."

#### Copenhagen Port Improvements

A report concerning the Free Port of Copenhagen, which is undergoing important enlargements and improvements, has appeared. The expenditure on construction up to January 1, 1919, amounted to 14,915,535 crowns, to which will be added 4,000,000 crowns for the latest extensions. Further extensions of the port yet to be made will cost about 12,000 crowns, his covering only harbor construction proper, and not the necessary new warehouses.



12—Conveyor carrying packages into warehouse at Quartermaster's Depot at Schenectady—These men are not there to labor but insisted on having their pictures taken



13—Slat conveyor for removing products at Kenilworth, N. J., one of the plants of the American Can Co.—expedites loading and unloading of freight from warehouse to car

# Distribution Through a Chain of Warehouses Financed by Big Banks

*Commodities in Storage Serve as Security for Loans—Products  
Are Automatically Insured Upon Arrival at Loading  
Platform—Independent Warehouses, Inc., An-  
nounces Plans Identified with America's  
Foreign Trade Expansion*

PLANS are maturing for establishing what is intended to be the greatest system of storage plants within the control of one financial unit in the history of America's warehouse industry.

With millions of dollars in capital to finance the project, a chain of warehouses throughout the United States is to be at the service of manufacturers, both in this country and abroad. This development, already being placed in operation under the name of Independent Warehouses, incorporated, is one perhaps unprecedented in the business of storing and distributing the nation's commodities. Features not heretofore identified with warehousing are introduced, and the business methods purposed are designed to enable the corporation to meet the expanding warehouse needs of national and international distributors.

In the principal industrial centers and in each agricultural community in the United States will be one or more great modern storage buildings owned by the Independent Warehouses, Inc., according to the plans announced. It is conceivable that in time these may number more than one hundred. Goods stored within their walls will be considered as security on which money may be borrowed by the owners for distribution purposes—security as acceptable as though stocks and bonds had been deposited in banking institutions. The warehouse receipts for these goods will be negotiable. Automatically these goods become insured, if the owners desire, immediately upon arrival at the corporation's warehouses.

Foreign banking accommodations, it is explained, will enable manufacturers in other lands to borrow upon commodities stored in the American warehouses of the corporation. The producer in England or France or Italy who exports his wares to the United States will have at his disposal a modern and scientific warehouse service of a character which the organizers declare is necessary to enable the costs of distributing commodities in America to be reduced in proportion as manufacturing costs are being cut down.

Inquiry regarding the corporation's plans show that

the financing is being done by the Guaranty Trust Company of New York, which has branches in London, Liverpool, Paris and Brussels, besides correspondents throughout the world, and the Liberty National Bank of New York, together with the Textile Banking Company, Inc., which, specializing in the field of industrial banking, has the support of the Guaranty Trust and the Liberty National. As the warehouse expansion proceeds, other financial resources will be placed at the disposal of distributors, according to the announced plans.

The corporation's statement announces that the Independent Warehouses, Inc., "offers to merchants, manufacturers, importers and exporters the last word in modern, scientific warehousing facilities in the way of quick service, rapid elevators, loading platforms, sprinkler systems, low insurance rates, and so on." Warehouses will be designed, it is promised, for the scientific storing of cotton, wool, silk and other commodities which are stored in large volume. At the disposal of the men who conduct these warehouses will be the Textile Banking Company's industrial department, directed by executives of recognized ability and standing in the textile trades.

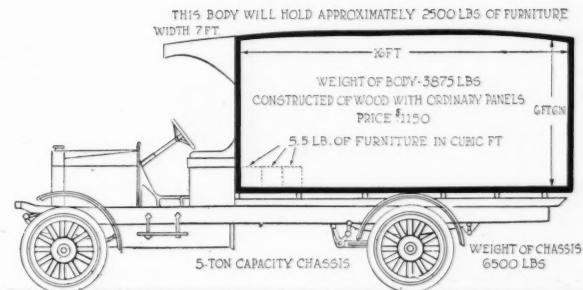
The Independent Warehouses, Inc., is a product of the increased importance of America's textile industry during the war and of the contemplated expansion of foreign trades in all branches of this industry, the organizers assert, and the men who are directing its development include commercial bankers who finance raw material and merchandise requirements and render general banking facilities such as been offered for many years by firms known as factors, or commission houses.

The system of operation is not a complex one. As an illustration, a California fruit grower may store one hundred cases of his product in one of the corporation's warehouses to be erected on the Pacific Coast, his intention being to distribute his fruit to wholesalers and retailers along the Atlantic seaboard. After the fruit has been placed in storage and the producer has received his

*Continued on page 50.*

# How to Buy Trucks and Bodies for Merchandise Distribution and Household Goods Moving

*In Selecting the Truck Best Applicable to the Particular Function It Is Expected to Perform Attention Must Be Given to the Fundamentals Underlying the Industry in Which It Is to Be Used.*



While this vehicle including body weighs 3875 lbs. more than the one shown below, the Philadelphia warehouseman can only carry the same amount of household goods.

**P**URCHASE of trucks for merchandise distributing and household goods moving should be made on different selective bases. Household goods are the more bulky, and weigh less, and the carrying capacity of the chassis required is too often given no consideration by the prospective buyer.

This situation is illustrated by truck operations of two household goods warehousemen—one in Syracuse, N. Y., who gave thought to fundamentals, and one in Philadelphia, who apparently purchased blindly. The respective truck figures of the two warehousemen are as follows:

	Weight, lbs.	Weight, lbs.	Total weight, lbs.
Syracuse . . . . chassis (2-ton capacity)	5,628	body 872	6,500
Philadelphia . chassis (5-ton capacity)	6,500	body 3,875	10,375

The only difference in the dimensions of the bodies of these two vehicles is that the Philadelphia truck is 7 feet wide and the Syracuse one is 7 feet 2 inches wide. Length and height are the same. Thus the cubic capacities vary only slightly.

The figures show that the Philadelphia truck weighs 3,875 pounds more than the Syracuse vehicle. Nevertheless, the Philadelphia truck is not able to carry any

greater amount of furniture, inasmuch as the body dimensions are virtually the same.

After these figures had been obtained by DISTRIBUTION & WAREHOUSING, the Philadelphia 5-ton truck was loaded with furniture and it was found that the weight of the load was 2,500 pounds. The weight of a load of furniture piled into the Syracuse 2-ton vehicle was a little more than 2,500 pounds.

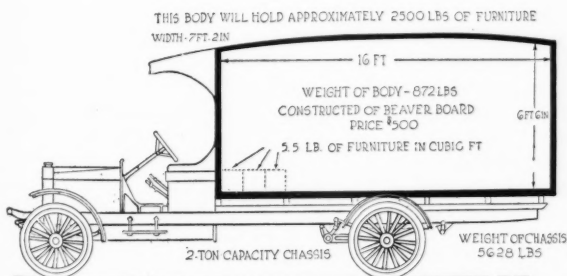
## Carrying Capacities Compared

Adding 2,500 pounds to the body weight, 3,875 pounds, of the Philadelphia truck, we find that 6,375 pounds of weight is resting on a chassis designed to carry 10,000 pounds. Contrasted with this, the 2,500 pounds of furniture added to the body weight, 872 pounds, of the Syracuse vehicle, means that 3,372 pounds is resting on this chassis.

The Philadelphia warehouseman is moving only 25 percent. of the weight of furniture his chassis was manufactured to carry. The Syracuse warehouseman is transporting more than 50 per cent. of the weight of goods his chassis was designed to handle.

Meanwhile the Philadelphia warehouseman is paying heavy expense to operate a 5-ton truck as compared with the financing required by the Syracuse warehouseman to operate his 2-ton vehicle. Each moves the same amount of furniture per load. It is obvious, then, that the Syracuse warehouseman is receiving a greater profit on his investment than is his fellow storage executive in Philadelphia.

The material of which the truck body is constructed is also too seldom given intelligent consideration. For the movement of household goods, a body constructed of beaver board is sufficiently strong. The expense is smaller than when the body is built of wooden panels, and repairs are easier to make. A beaver board body, painted and complete in every detail, costs about \$500. A body made of wooden panels may cost as high as \$1,150. This is a saving of \$650.



The Syracuse household goods warehouseman operating the 2-ton vehicle gave thought to the class of goods he handled before purchasing. This chassis is equipped with the same size body as the 5-ton truck at the top of page



# Why the Hudson River Should Be Deepened

BY

GEORGE D. BABBITT,

Chairman, Deeper Hudson Committee,  
Chamber of Commerce, Albany, N. Y.

(NOTE: This article by Mr. Babbitt is published because of its value in pointing out to national distributors how and why many transportation authorities believe that the Hudson River and the New York State Barge Canal should be utilized more extensively in conveying commodities from the port of New York and from New England to the West, from the West to the Atlantic Seaboard, by way of the Great Lakes and the central western railroads.)

THE advantages to the entire nation of deepening the Hudson river, with seaports at Albany and Troy, N. Y., are so numerous that every man and woman in the country should be enthusiastically working for this great project. This is an immense project of tremendous importance to the development of America's trade and commerce. In the hope that I may inject some of the enthusiasm which has its grip on those citizens who have made a study of this matter, and who after careful investigation are of the opinion that this accomplishment would be of immense value to the nation, of great value to the Northwest, of wonderful personal value to more than one-half the population of this country and one-third of the territory of the United States, as well as of inestimable value to general commerce in the United States. I will endeavor to set forth a few of the wonderful advantages of a deeper Hudson.

The great students of transportation unanimously agree that there is ample commerce centering in the Albany district to guarantee business enough to support a seaport here to-day.

Albany is most wonderfully located. We are at the head of tide water of the Hudson. The Hudson, unlike most rivers, is an estuary, or arm of the sea, extending into the interior 150 miles.

Cargoes could be landed 150 miles inland at the same cost per ton as they could be landed at any seaport in the North Atlantic.

At the Albany district there are to-day the terminals of six great railroads radiating in all directions. On the North, through to Canada; on the East, two great trunk



George D. Babbitt

lines passing through the great industrial cities of New England; on the South, Southwest and West we have the New York Central Railroad and the Delaware and Hudson and the West Shore Railroads, through the richest industrial, mining and agricultural territory in the land. We are at the terminal of the New York State Canal systems, the 1,000-ton barge canal on the North running through the Hudson and connecting through Lake Champlain to Canada, with the great iron country in the Adirondacks.

Whole mountains of ore are there that have never been touched, waiting for an outlet which can be procured only by a Deeper Hudson and a seaport from the ocean. Great quantities of marble and slate from Vermont and Northern New York would find an outlet when a seaport is established in Albany. The

1,000-ton barge canal, reaching from the head of tide-water at Troy out through the great industrial cities of Schenectady, Amsterdam, Little Falls, Utica, Syracuse, Rochester and Buffalo, among the greatest industrial cities of the United States, and through a wonderful agricultural country, connecting there with Lake Erie and through the Great Lakes of the Northwest, would make a water thoroughfare for the great quantities of wheat and cereals from the richest agricultural districts of the world.

Engineers state that the cereals from those districts can be shipped via the New York Barge Canals cheaper than by any other route, and all through United States territory. They also state that should a Deeper Hudson be provided by the Federal Government and a seaport established at Albany, a year-round port can be made and Albany would become the greatest port in the world for the



shipment of wheat. They believe it would mean the establishment at Albany of great grain elevators, as Albany would have a tremendous advantage over Buffalo or Montreal on account of being a year-round port. This would be far superior to this country then in shipping from the Great Lakes through Canada to the ocean.

Albany is located the same as Hamburg in Germany. Hamburg is 85 miles from the North Sea on the River Elba. In 1840, the Elba had a depth of 6½ ft. at low tide to Hamburg, but Hamburg became the terminal of great railroads and canals and at her own expense deepened the River Elba. The result of this enterprise was that to-day Hamburg is the greatest seaport in Europe and the largest commercial city of Germany.

The Hudson River has a minimum depth to Hudson, N. Y., of 30 ft. The cost to dredge the Hudson River to a depth of 27 ft. to Albany and Troy and in width ranging from 600 ft. to 400 ft., was estimated in 1912 as about \$32,000,000. At that time the Army engineers turned the project down and advised that it should be held in abeyance until the completion of the New York State Barge Canal. In their report, the engineers make the statement that the 40 miles of improvement desired was destined to support a more valuable commerce than any other river. That the New York State Barge Canal would bring to the Deeper Hudson 15,000,000 tons of freight annually is a fair statement, and they also stated that a large water

traffic was diverted to the Canadian Waterways which would come to the Deeper Hudson when the Barge Canal was completed. The report of the Army engineers in 1912 was largely in favor of the project and I believe that, had our citizens taken hold of this matter at that time with the same enthusiasm they show to-day, we would have secured the Deeper Hudson at that time.

We have stronger evidence to present to the Army engineers to-day than we had in 1912. The New York State Barge Canal has been completed at a cost to the state of more than \$15,000,000. Canada is making every effort to take the commerce of the Northwest to the Port of Montreal and side-track the canals of our state.

In conclusion, let me add that we have property lying south of our city, a most remarkable opportunity for the construction of a splendid seaport. Engineers of national and international reputation have carefully examined these possibilities and all pronounce them as a splendid lay-out for piers of from 500 to 2,000 ft. in depth, extending south of the city for 8 miles. The construction of these piers would present wonderful opportunities to build warehouses and elevators with splendid approaches for railroads in connection with the piers and warehouses.

Albany has the natural advantages for a wonderful seaport and I believe that, with the enthusiastic support of all of our people, we shall soon have a Deeper Hudson.

## Storage Instructions for the Warehouseman

(Continued from page 17)

Under the heading "General Instructions for Handling Storage Account" appears detailed information subdivided into "receiving notices," "reporting deliveries and shipments," "orders," "monthly stock reports," "storage and cartage bills," "orders to be honored by you," "shipping instructions," "excess freight," "cartage" and "substitution."

In its document "Receiving Notices and Damage" specific instructions are given to the warehouseman on how to handle receiving notices, particularly when goods arrive in damaged condition. As an example, one of the detailed instructions reads:

"In no case should the storage warehouse attempt to dispose of any damaged package where the material in such package has been damaged or has become mixed with other chemicals or with more or less litter picked up from the car floor."

In regard to the receipt of goods in damaged condition, the warehouseman who stores for the Ford company has called to his attention especially a series of "fourteen points." To illustrate how thoroughly in touch the Wyandotte firm places itself with the warehouseman, these fourteen points are reproduced in detail:

"1—All shipments from Wyandotte to storage are prepaid in full to destination. 2—Refuse no goods. 3—Report damage in detail. 4—Send original railroad expense bill endorsed by railroad as to damage. 5—Re-cooper all damaged packages, and put in as good condition as possible for delivery to some local cus-

tomers. 6—Send invoice in duplicate for such expense, no other items to be included thereon. 7—Put in storage all goods after re-coopering that can be delivered without complaint. 8—Set other packages to one side awaiting disposition. 9—Mark such packages with the car number in which they were received. 10—When such packages are delivered that are set to one side for disposition, delivery report should show car number in which they were received, and gross weight of each package. 11—Letter giving similar information should be attached to delivery report. 12—Distribution that is damaged and refused should be filled from storage stock. 13—Deliver no goods without orders when the material in package is in damaged condition. 14—All letters covering damage must be separate as to each car, and contain no other subject matter."

A system such as the one operated by the Ford firm tends to eliminate conditions such as are set forth in a letter received by DISTRIBUTION & WAREHOUSING from a Wisconsin traffic manager, who writes:

"The condition of the warehouses in which goods are kept and the way in which they are kept is very unsatisfactory, in a great many instances. Goods will be scattered all over a warehouse and we have had numerous instances where orders sent to transfer houses for shipment were returned to us, the claim being made that they did not have the goods on hand; whereas the goods were there, having been there at previous inventory and showing up again on later inventory."

# HOW PROHIBITION AFFECTS WAREHOUSES

**T**HE question as to how the Federal Legislation providing for prohibition affects the warehouse industry has been productive of many inquiries and a great deal of discussion, and the conclusions may be drawn that the warehousemen generally are uncertain regarding their privileges and duties both under the National Prohibition Act and the Eighteenth Constitutional Amendment. This amendment becomes effective on January 17, 1920.

A warehouseman wrote recently: "We positively decline any storage of liquors for commercial purposes, or even in large quantities along with household goods."

This warehouseman, unwilling to lay himself open to prosecution, was "playing safe." Because of this situation, which is the position of hundreds of other warehousemen, the Commissioner of Internal Revenue at Washington was asked regarding prohibition law effecting the warehouse industry. From Washington came a letter which included the following paragraph:

"You are advised that the War Prohibition Act, as provided under Title 1 of the National Prohibition Act, does not prohibit the storage of liquors in warehouses."

The War Prohibition Act, in effect until the President shall by proclamation declare the termination of demobilization, does not provide that liquor may not be stored for sale or manufacture; however, the Commissioner of Internal Revenue points out that "the manufacture and sale of intoxicating liquor for beverage purposes is prohibited during the period of the war time prohibition." In other words, warehouses may store intoxicating liquors for sale and manufacture provided the liquors are not released for sale and manufacture prior to the President's proclamation—that is, if the liquors are released for sale and manufacture only dur-

## HOW THE "DRY" STATES AFFECT WAREHOUSES

**T**HE War Prohibition Act does not prohibit the storage, in commercial warehouses, of intoxicating liquors intended for private consumption only.

The War Prohibition Act and the National Prohibition Act do not prohibit the storage of intoxicating liquors in commercial warehouses at this time providing that those liquors are not released except for private consumption and providing also that they are not released for sale and manufacture unless the President declares mobilization ended, in which event they could be released for sale and manufacture only between the termination of mobilization and January 17.

When the Eighteenth Amendment becomes effective, on January 17, possession of intoxicating liquors by commercial warehouses will be prohibited.

After February 1 next, possession of intoxicating liquors by commercial warehouses will, under the National Prohibition Act, be "prima facie evidence that such liquor is kept for the purpose of being sold, bartered, exchanged, given away, furnished, or otherwise disposed of" in violation of that Act.

The National Prohibition Act provides that, effective October 28 last, commercial warehouses may, upon filing application and bond and upon issuance of permits, store and distribute alcohol to be used for any other than beverage purposes.

The National Prohibition Act does not forbid the storage, in United States bonded warehouses, of such liquors as were manufactured prior to October 28 last, "or prevent the transportation of such liquor to such warehouses, of such liquors as were manufactured prior to October 28 last, "or prevent the transportation of such liquor to such warehouses or to any wholesale druggist for sale to such druggist for purposes not prohibited when the tax is paid, and permits may be issued therefor."

ing the period between the President's proclamation, if one is issued, and January 17 next. Meanwhile, the War Prohibition Act does not forbid the storage of liquors intended solely for private consumption.

The National Prohibition Act is the one which was enacted by Congress over the veto of President Wilson.

If President Wilson proclaims termination of demobilization at any time between now and January 17, storage of liquors for all purposes will be permitted under the War Prohibition Act, between the day when mobilization ends and January 17.

As soon as the Eighteenth Constitutional Amendment becomes effective on that date, storage of liquors will be prohibited, whether these liquors are intended for private consumption or for sale or manufacture. This applies to liquors for beverage purposes, such as alcohol, brandy, whisky, rum, gin, beer, ale, porter and wine and other spiritous liquids containing one-half of one percentum or more of alcohol by volume. Liquids containing less than one-half of one per centum are not banned for storage.

Section 33 of the National Prohibition Act provides that after February 1, 1920, "the possession of liquors by any person not legally permitted" to possess them—and these persons include commercial ware-

houses—shall be construed as meaning that such possession is for the purpose of illegal disposal of the liquors.

Liquor for non-beverage purposes and wine for sacramental purposes may be stored, transported and delivered, as well as sold and manufactured both now and after the Eighteenth Constitutional Amendment become effective. The section of the National Prohibition Act which covers this point, concludes: "Provided, that nothing in this Act shall prohibit the purchase and sale of warehouse

bonded warehouses and no special tax liability shall attach to the business of purchasing and selling such warehouse receipts."

The following articles may be stored and transported by warehouses under the National Prohibition Act, both now and after the Eighteenth Amendment becomes effective:

"(a) Denatured alcohol or denatured rum produced and used as provided by laws and regulations now and hereafter in force.

"(b) Medicinal preparations manufactured in accordance with formulas prescribed by the United States Pharmacopoeia, National Formulary or the American Institute of Homeopathy that are unfit for beverage purposes.

"(c) Patented, patent, and proprietary medicines that are unfit for use for beverage purposes.

"(d) Toilet, medicinal, and antiseptic preparations and receipts covering distilled spirits on deposit in Government solutions that are unfit for use as beverages.

"(e) Flavoring extracts and syrups that are unfit for use for beverage purposes.

"(f) Vinegar and preserved sweet cider."

Section 37 of the National Prohibition Act is one of

the four sections which became effective with the passage of the act on October 28, with the overriding of the President's veto. Section 37 reads in part:

"Nothing herein shall prevent the storage in United States bonded warehouses of all liquor manufactured prior to the taking effect of this Act, or prevent the transportation of such liquor to such warehouses or to any wholesale druggist for sale to such druggist for purposes not prohibited when the tax is paid, and permits may be issued therefor."

This section, however, does not apply to commercial warehouses which are not bonded under the Federal laws.

Several pages of the National Prohibition Act are devoted to the text of legislation which, effective October 28 last, regulates storage of alcohol in warehouses and industrial alcohol plants. Under it, warehouses which desire to store alcohol for industrial purpose may become bonded warehouses.

It will repay every warehouseman who stores liquors or who wishes to store liquors to obtain a copy of the National Prohibition Act. The document—H. R. 6810—includes the War Prohibition Act.

## Warehouse Industry The Opportunity

CANDIES and other "sweets", including syrups, honey and preserves, and bottled soft drinks, together with coffees, teas, cocoa and spices, are gradually occupying the storage space once devoted to hard liquors in warehouses throughout the country.

Correspondence received from warehousemen in many sections indicates that during the coming year the manufacturers of these products are going to make increasing demands upon this space, particularly in cold storage plants. The foresighted warehouseman who has facilities for taking care of chocolates, ginger ale, sarsaparilla, loganberry juice, "near beer" and kindred goods is already communicating with manufacturers with a view to expanding his business along this line.

A warehouseman in South Bend, Ind., makes the comment that prohibition is as yet only theoretically in operation. As soon as it becomes "practically as well as theoretically effective," he writes, there will be a stronger public demand for "sweets", and the storage requirements will increase correspondingly. A Baltimore warehouseman says prohibition has already brought 5,000 pounds of candy into his plant and that he believes this to be "a small amount compared with other places." A Pittsburgh warehouseman says the tendency toward storing increased stocks of "sweets" is, according to his observation, becoming general. A Chattanooga warehouseman says his cold storage space "has been pretty well filled with candies and sweets of all kinds which the manufacturers have made up during the hot months for the fall trade."

From all parts of the country come predictions that, with the more effective enforcement of the prohibition law and the increasing demand by consumers for candies, these commodities are certain to take up a larger percentage of the warehouse space. A Kansas City warehouseman is storing greater quantities of coffee, tea and cocoa, and attributes it to prohibition. Many warehouse owners say they have received no inquiries from manufacturers for storage of "sweets" but that they have the facilities available as soon as such business is offered. These re-

ports come from Cleveland, Aurora, Ill., Brooklyn, Albany, N. Y., Grand Island, Neb., Duluth, Houston, Petersburg, Va., Los Angeles, Fort Worth, Dallas, Saginaw, Mich., Seattle and Jacksonville.

Correspondence coming to DISTRIBUTION & WAREHOUSING during the past month warrants the conclusion that the warehouseman by getting into touch at once with the candy and soft drink manufacturers may be able to obtain new business.

Meanwhile, there seems to be little opportunity for warehousemen to sell their storage facilities to the big sugar companies at the present time.

To illustrate, to-day's problem of the American Beet Sugar Co. is not one of storage but one of production and transportation. During the past few years the demand for sugar has been so great and the supply of this product in the United States has been so small that this company has not found any occasion for the use of storage of sugar.

The Great Western Sugar Co. requires no warehouse facilities to handle the present season's production.

The Amalgamated Sugar Co. at Ogden, Utah, stores sugar in warehouses, but at this time it finds itself unable to take care of its orders because of the serious car shortage situation. This company anticipates, however, that this situation may change at any time, in which event it might find it advisable to place sugar in storage at such points as Chicago, Minneapolis, St. Paul, St. Louis, Dallas, Kansas City, Mo., and Wichita, Kan. The Amalgamated utilizes dry storage for its products. Generally it places shipments of several carloads of capacity into warehouses, in transit to various points in the immediate localities of those storage plants in minimum carload shipments. The Amalgamated considers it advantageous to have warehousemen conduct a sales service and this is a phase of the warehouse industry which storage men should study if they hope to expand their business relations with national distribution of commodities for which there is constant and increasing demand.



# Solving the Problems of the Warehousemen

## *The Traffic Managers Will Be Interested in These Answers*

(Note: One of the service phases of the activities of the American Warehousemen's Association is a questions-and-answers department each month in the Association's official publication. Problems submitted by members are replied to in detail. These answers are invaluable both to warehousemen and industrial traffic managers. It is in recognition of this that we reprint herewith some of the questions and their answers.

### Question

We have been billed for damage to some poultry in storage with us by mice. You will see by our receipt, a copy of which is inclosed, that it contains a clause exempting us from responsibility for ramage. We would like to know if you have ever heard of any similar cases where claims have been filed on account of damage of this character. We cannot find any decisions on the question of liability in such a case and we wish, if you know of anything that would interest us in the matter, to hear from you as early as possible.

### Answer

On the question of responsibility for damage by rats or mice to goods in storage, there is some diversity of opinion, although generally conceded that a warehouseman is not responsible for such damage unless it can be found that he is negligent in the matter of using ordinary precautions to keep his premises free from them and unless he makes representations or guarantees to the effect that his premises are free from rats and mice, or that he will keep them so. That is, if he has made representations that there is no danger to the goods from this source, he is likely to be held for any damage, but if he has used ordinary precautions and made no such representations, it is not generally considered that any responsibility attaches to him.

One of the difficulties in connection with claims of this kind lies in the fact that even if a warehouseman starts today with a house absolutely free from rats and mice and a house to which they could not gain access unless carried in, it is a well known fact that within a very short time there would be numbers of rats and mice introduced into the house in the packages of goods received from stores, docks, railway stations, etc. A warehouseman could not successfully or safely enter into any agreement, or guarantee the owner against damage from this source, unless he opened and examined every package of goods received and made sure that none was introduced into the warehouse in this way, and that the package had not already been damaged. The owner also would have a very difficult case in establishing just where the damage occurred, whether at factory or at some point in transit or at the warehouse. This might be limited to the warehouse where goods are repacked at the store and immediately sent in.

It is generally conceded, however, that where the ware-

houseman has been kept free from any representations which would tend to make him responsible and used ordinary care in and about his premises, no liability attaches to him.

### Query

It has always been our practice when goods in storage were transferred on our books from one party to another to begin a new monthly storage period on the date of transfer. One of our customers has questioned this practice and we would appreciate it if you would advise us whether or not the majority of warehousemen are accustomed to doing this.

### Answer

We are not aware of any uniform practice in this respect, but it is a fact that a very large number of warehousemen treat transfers of goods in warehouse, from one party to another, as though delivered from the account of one party and received from the account of the others; that is, begin the charge of the new account on the date of the transfer. This practice is very common and growing rapidly. During the period when the U. S. Food Administration was controlling the cold storage industry their rules prohibited this and provided that the new owner should have the benefit of unexpired terms. The situation, however, is a little different with cold storage goods than with general merchandise in dry storage. A great many merchandise houses complain of the practice of owners in issuing orders for future deliveries or transfer, with the thought of escaping this charge for transfer or loss in unexpired storage period. A good rule for use in both general storage and cold storage orders of this kind is a tariff rule reading "On lodgment of orders for future delivery or transfer, a recording fee of ..... will be charged, and ..... for each delivery made thereon prior to transfer." This rule compensates warehousemen in a fair degree for keeping track of a lot of orders placed on file with them and in regard to which he therefore assumes some degree of responsibility.

### Question

We have been charging cheese stores 25c each for issuing negotiable receipts and they are taking exception to same, claiming that the cold storage warehouse companies in such cities as New York, Boston, Chicago and Philadelphia make no such charge. What do you understand the practice to be in this respect?

### Answer

It is not customary, so far as the writer understands, to make a charge for the issuance of warehouse receipts whether negotiable or non-negotiable, although it is quite common where a consignment of goods is divided into small lots and a negotiable receipt on each, to make a charge for all except the first receipt. We believe 25c to be a common figure where this is done.



# The "Looeey" and the "Dollys"

## Not a Fairy Tale—A Fact Story of Labor-Saving

**F**IVE HUNDRED dollars worth of roller bearing casters, plus a small amount of lumber, plus the energy of an Army Lieutenant combined, during the war, to introduce into Government service a labor-saving device which virtually all warehouses could use to advantage to-day.

The story is worth telling at this time partly because it is an interesting one which has never before been published but more because it serves to illustrate that an employee who possesses the nerve to go ahead and do things on his own initiative is certain to get results.

And results count.

The "First Looeey" who solved a labor problem efficiently and expeditiously for Uncle Sam had been brought to Washington, in August, 1917, when the Navy Department authorities decided it was economically advisable to consolidate its bureaus and divisions at the national capital into one cubic foot of space. This "Looeey" before the war had held a position as a warehouse officer with recognized executive ability.

At Washington the "Looeey," whose identity is not disclosed here because he is still in khaki, discovered that local movers were employing manual labor to handle furniture. To his mind, trained to economic methods of transportation, this enormous wastage of labor

Modernize your warehouse  
with the labor-saving device.  
At first the laborer may not take to it—  
but you can educate him to like it.  
I will reduce handling costs  
and conserve physical energy.

was greatly annoying.

Saying nothing to his superior officers, the "Looeey" hastened to New York and spent \$500 of the Government's money for roller bearing casters and lumber.

This material he had converted into simple four-wheel trolleys or "dollys," each with a capacity for carrying 500 pounds. These he had shipped to Washington and himself returned to the capital.

One of the "Looeey's" superior officers threw up his hands when he saw the "dollys." "You'll never be able to get the men to use those contraptions," he said. "They have never been accustomed to fool with such things."

"I'll teach 'em how," the "Looeey" replied. "They'll learn!" He did—and they did!

At first the laborers complained they did not know how to operate the "dollys" but a little patience in the matter of education eventually impressed upon them what they meant in efficiency.

The point is that the "dolly," thirty-five in number, stayed until the Navy Department's work of consolidation was concluded. Moreover, one of the leading transfer companies in Washington saw these wheel vehicles in operation, liked them, and had a number constructed which are in use to-day.

## Employment

### WILL THE TRAFFIC MANAGERS HELP

#### THESE DOUGHBOUGHS WHO NEED JOBS?

**F**IVE EX-SERVICE MEN, who are experienced in industrial or freight traffic work are searching for positions which are important and remunerative commensurate with their capabilities. This is an opportunity for traffic executives to help five men who gave up lucrative jobs to answer to Uncle Sam's call to arms when America entered the war to whip Germany. These applications for jobs are on file with the Re-employment Bureau of New York City for Soldiers, Sailors and Marines, a joint undertaking by welfare organizations, employment services and employers' associations.

#### Mr. Traffic Manager, meet:

**FRANK BOWMAN**, 45 Broadway, New York City. Age, 40. Education: high school graduate; college course, specializing in traffic and transportation. Has limited knowledge of French, Spanish and German. Experience: More than twenty years as general freight agent for a large railroad company, at New York, Philadelphia and Buffalo, and also in charge of soliciting traffic in a territory from Halifax, N. S., to Norfolk.

**WILLIAM L. WOGENSEN**, 540 Neville Street, Perth Amboy, N. J. Age 26. Education: high school graduate, one year in business college, specializing in business and traffic.

**Va.** Desires position as traffic manager with a commercial or industrial corporation or firm, at a salary of \$4,000 a year. Speaks English, Danish and German fluently. Experience: six months as traffic manager with large manufacturing concern, and eight years as general clerk in charge of traffic of large railroad company. Desires position as traffic manager at a salary of \$150 a month.

**JOHN S. WARP**, Hotel Bristol, New York City. Age 36. Education: high school graduate, also four years at night school specializing in general studies. Experience: two years as conductor of freight trains of large railroad company, three years as traffic manager of Arsenal, U. S. Army. Desires position as traffic manager or traffic clerk at a salary to be agreed upon.

**JOHN B. KIEVIT**, 100 Henry Street, Passaic, N. J. Age 29. Education: grammar school graduate. Experience: four years as general clerk in freight traffic department of railroad company, six years as stenographer in traffic department of railroad company. Also acted as rate clerk, as he is familiar with freight rates, east, west, north and south. Desires position as traffic manager, freight solicitor or rate clerk with commercial house or railroad at a salary of \$35 a week.

**CHARLES N. KENNEDY**, 2755 Creston Avenue, New York City. Age 27. Education: four years at high school and one year at Cooper Union, specializing in general studies. Experience: nine years with large freight brokerage house in all departments, ending as manager in all departments. Desires position as traffic manager with commercial house or steamship line at a salary of \$35 a week.

# DISTRIBUTION

by

## MOTOR TRUCK

### *Export Traffic of Hendee Company Moves Overnight Along the Highways*

ONE of the problems which confront traffic managers in these days of delays on railroads is the moving forward of the finished product from factory to port of export.

The Hendee Manufacturing Co., which turns out annually some millions of dollars worth of motorcycles at Springfield, Mass., has found a solution of that problem by ignoring the railroad almost entirely as a channel of distribution. The complexities of the rate and classification tables and such expenses as storage demurrage on freight cars and the cartage of goods from rail to pier are eliminated.

Charles N. Bancroft, traffic manager for the Springfield firm, has introduced the motor truck into his business. This year 12,000 Indian motorcycles, representing to consumers a retail cost of more than \$4,600,000 are being sent overseas without having moved over a steel rail. Next year, it is estimated, 20,000 of these machines will be exported—and they will move from Springfield to New York by truck unless the railroad freight situation improves meanwhile.

#### **Direct From Factory to Steamer**

From twelve to fifteen hours before a ship is due to leave New York for England, France, Belgium, Holland, India, New Zealand, Africa, China, Japan or to any other part of the globe, the Hendee product is loaded on a truck at the Springfield plant and moves all night over New England and New York highways. It goes direct to the pier where the ocean carrier is waiting.

In consenting to make known how he untied this traffic knot, Mr. Bancroft expressed his opinion that perhaps other industries within trucking distance of New York were not taking full advantage of the capabilities of the motor truck in getting around railroad delay.

When 10 tons of motorcycles leaves Springfield by truck at night the gross cost of moving this amount of product to New York is \$200. This includes fees of driver and helper, and gasoline and other expenses, over a road distance of 150 miles. To transport the same ten tons on 150 miles of rail requires \$160. Considering this comparison on its face, it costs \$40 less to ship by rail.

When 10 tons are sent by truck, however, the expenses cover the full route direct into the ship's hold.

When the rail carrier is used, the expense covers only the route which ends at the railroad terminal in New York, there that expense \$160 ends, other expenses begin. There is the cost of drayage from terminal to pier. Moreover, when goods are sent by rail from Springfield to New York for export, they must start from the Massachusetts city from five days to a week prior to the date of the vessel's departure; and, if the delay in transporting is less than calculated, there are likely to be either storage costs or demurrage charges.

The Hendee firm saves money by using the truck rather than the rail carrier, because the drayage and storage or demurrage charges are in excess of the \$40 difference between the \$200 truck cost and the \$160 rail cost of moving.

#### **Avoiding Delays**

Then Hendee product may be said to be peculiarly adapted to truck transportation and the avoidance of railroad delay. Some agents abroad demand special makes of tires; many want the machines equipped with speedometers, and others do not. The method of having the motorcycles leave the factory less than 24 hours before the ship sails enables the manufacturers to meet these demands.

In other words, the Hendee firm does not have to lay in a stock of 5,000 machines all having one brand of tires and all equipped with speedometers, and then change tires and remove speedometers to conform to special requirements.

Before the Hendee firm began to use motor trucks between Springfield and New York there was always thousands of completed motorcycles in stock, and often then they had to be stripped or otherwise altered because foreign demands made it necessary. Today, goods are made up and shipped as ordered; and when they arrive at destination they present a better physical appearance than did the machines which the firm was accustomed to retain in stock.

Two trucks leave the Springfield factory nightly for New York. These vehicles are  $7\frac{1}{2}$  tons capacity. They are owned and operated by the New York and Springfield Dispatch of Springfield, and at New York, where this company maintains an office, they pick up return loads to Massachusetts. The company operates four  $7\frac{1}{2}$ -ton Mack trucks between Springfield and New York and handles an average of 18 tons each day between these two points for export shipment.

# CONSOLIDATED CLASSIFICATION

## *Effective December 30*

THE Railroad Administration apparently has decided that the proposed consolidated freight classification is something which should be adopted by the rail carriers before they return to private control. Under a notice issued at Washington on December 2, the Director General authorized the publication and filing, with the Interstate Commerce Commission, of this classification, effective December 30.

In the November issue of *DISTRIBUTION & WAREHOUSING* appeared an article indicating that the classification would not become operative while the railroads were still within the Government's control. It is only fair to this magazine to state the information contained in that article was obtained from an authoritative source—a member of one of the classification committees who was familiar with the proceedings in the case. It is a fact that the situation early in November, at the time that article was prepared, was that the members of the classification committees had no expectation that the Railroad Administration would adopt the classification. This same belief was understood to have been held by the Interstate Commerce Commission itself. Consequently the action taken by the Director General came as a surprise to the traffic world generally, as it had not been expected that the classification would become effective earlier than February 1.

The consolidated classification is a reissue of the officials' southern and western classifications which have been in operation for so many years. The Director General's notice of December 2 reads in part:

"This new Classification, which is a substantial step

toward uniform classification, is published in accordance with the Interstate Commerce Commission's recommendation in Consolidated Classification Case I. C. C. Docket No. 10204 in which the Commission approved the uniform rules, descriptions, minimum weights and package requirements as proposed by the Classification Committees of the Railroad Administration, but did not approve the changes proposed in ratings except as the establishment of new items may indirectly affect changes, and such as may be a reasonably necessary part of the establishment of uniform descriptions, specifications, or minimum weights.

"In publishing this new Classification the Director General has followed all of the recommendations of the Commission, except that he has modified Rule 10 applying on mixed carloads so that in Southern and Western Classification territories the provisions of the Rule are applicable only in connection with class rates. This modification has been made in response to the request of many shippers that the mixed carload rule should not be made effective in those territories. The Rule as adopted will provide uniformity in all territories as to shipments moving at class rates, but in the South and West the exception on commodity rates will make no change in the movement of freight taking commodity rates of which there are many more in the South and West than in the East or Official Classification territory, and it is believed that this modified rule will more nearly fit the different conditions and meet with more general approval by the shippers than would the rule as proposed by the Classification Committees."

### **To Expedite Freight Car Movement**

To study expedition of moving freight cars, both loaded and empty, within terminals in order to overcome avoidable delays and thus increase the efficiency of the freight car equipment of the country, special terminal committees have been arranged for at seventy of the principal terminals of the nation, each to be composed of local railroad representatives and a representative of shippers.

### **Bonded Warehouse in Colon**

Interesting information regarding the use to which the first bonded warehouse at Colon is to be devoted is contained in a report submitted by Julius D. Dreher, United States Consul in the Panama city, and published in "Commerce Reports," of Oct. 17. Mr. Dreher writes:

"Some months ago this office reported the establishment of the first bonded warehouse in Colon, Panama. (See *Commerce Reports* for June 18, 1919.) This warehouse is for the exclusive use of one of the largest rubber manufacturing companies in the United States. Contracts have just been signed

for a large bonded warehouse in this city, in which space may be rented by any American manufacturers or exporters who may wish to have stocks of goods in storage here to supply their customers in Central and South American countries. It is understood that the Panamanian Government will receive a revenue of about 2 per cent on the value of goods taken from this warehouse for export to other countries. As this enterprise has the support of a strong company with ample capital it promises to render great service to American trade. It will be a few months yet before arrangements will be completed for building the first unit of this warehouse, which will be added to as increasing business may demand. As it is said that American exporters are interested in the establishment of this bonded warehouse it is expected that there will be a large demand for storage space in it."

### **General Warehouse at Tangier**

It is reported that storage buildings are to be opened at Tangier, where receipts and warrants on the goods deposited will be granted. These would be negotiable. Inquiries should be addressed to the French Chamber of Commerce, Tangier.



# Editor's Pages

## The Cincinnati Convention

**T**HE American warehouse industry has never before had the broad opportunity for accomplishing good on its own behalf which it will have at the convention in Cincinnati this month.

The gratitude of the country's manufacturers will be deserved by the American Warehousemen's Association if that organization lives up to this opportunity. The possibilities for constructive achievements which will benefit both warehouseman and producers will be so numerous at this three-day gathering between storage plant owners and traffic managers that it will be a shameful thing if the warehousemen allow the manufacturers' representatives to depart from Cincinnati without having created a spirit of fellowship and co-operative contact that shall endure throughout the period of industrial expansion and into the years beyond.

The warehouse industry and the manufacturers have too long been at business odds to the detriment of the prosperity of both. Big business recognizes this by sending its traffic experts to Cincinnati to become more intimately acquainted with the men who distribute its products through storage buildings. Warehouse owners recognize it by welcoming these traffic men to Cincinnati and throwing open the convention for the discussion of common problems. No convention quite like this one is known in the annals of national business gatherings.

At the Cincinnati meeting the American

Warehousemen's Association should:

1. Tell the traffic managers frankly about the warehouse cost handling system, which in effect is equivalent to increased distributing costs for manufacturers. The warehousemen are convinced that universal adoption of this cost system is justified. The traffic managers will want to know why the warehouseman believes this—and they should be told; they should be sold on the system so that they will not protest against it later.

2. Adopt resolutions requesting the Department of Commerce to authorize the director of the fourteenth census to make a special inquiry covering the warehouse industry. It is essential that American business interests, which include the warehouse industry, should have knowledge of the country's warehouse facilities, which play an important part in domestic and international commerce.

3. Urge upon the traffic managers assembled the desirability of a national association of traffic executives who distribute through warehouses. In no better way can permanency be assured for this first co-operative movement between manufacturers and the warehouse industry.

4. Discuss the demerits, if any, of the proposed federal cold storage law. If this federal legislation is detrimental to the cold storage industry, it should be opposed by the association in resolutions directed to Congress.

## Significant Convention Comments

The following extracts are random ones from traffic managers' letters:

"We find certain warehousemen who apparently do their very best to co-operate with us, and on the other hand we find some who are most arbitrary and unreasonable."

"It has been my experience that it is almost next to impossible to get warehousemen to follow instructions."

"We carry storage stocks at something like 200 different points, and the hardest people we have to handle is the very big fellow



and the little fellow. The little fellow doesn't want to do anything, and the big fellow wants to do everything his own way."

"The great trouble is that the warehousemen do not want to make reports in our way, but they want to use their own blanks and make reports at their convenience."

"The warehouseman of today who is up and going, in order really to sell his service, must

make co-operation one of his main selling points."

"A little diplomacy on the part of 10 per cent of the warehousemen would bring them what 90 per cent of the other warehousemen are able to obtain."

These comments give a sufficient idea as to what will be of interest topically at the Cincinnati convention.

## The Fourteenth Census

CONGRESS made no provision, when enacting the act providing for the taking of the fourteenth decennial census, for obtaining information relating to the nation's warehouse industry.

The importance of this information is recognized by the director of the census, but he says he is without legal authority to make the necessary inquiry as part of the fourteenth census. He is, however, prepared to make a special inquiry if the Department of Commerce so authorizes.

United States Senator Howard Sutherland, chairman of the Senate committee on the census, says that it is possible that a special inquiry could be made after the regular census has been completed. This statement is reiterated by the director of the census.

The State Department considers the subject of warehouse facilities of sufficient importance to place such limited information as is available in the possession of United States consular officers abroad.

A leading warehouse engineering executive says he is constantly in receipt of inquiries from chambers of commerce regarding data on warehouses.

The Government today is without statistics regarding the warehouse industry.

The Government should have those statistics. The State Department would find them invaluable in developing America's foreign trade. The nation's trade organizations would find them beneficial during the expansion of America's domestic and international commerce. The importance of this information to the warehouse industry itself is obvious.

The situation is one which the warehouse industry cannot afford to disregard. Investigation should be made to the end that the Department of Commerce shall authorize the director of census to make a special inquiry so that these statistics may be made available for the many interests, official and private, which could profitably make use of them.

This request should emanate from the American Warehousemen's Association as the recognized, organized leading unit of the warehouse industry. It is entirely proper for this body to take pertinent action at its annual convention at Cincinnati. If the warehouse industry does not do so, the demand for such an inquiry is not likely to originate elsewhere.

The American Warehousemen's Association has too long remained dormant in national affairs. It should inject its influence more aggressively into situations the progressive or retrogressive trends of which may advance or retard the warehouse industry in relation to its prosperity. The neglect by Congress to provide for a census of the warehouse industry is one of these situations.

At the Cincinnati convention resolutions should be adopted requesting the special inquiry. A committee should be appointed—first, to go to Washington and take the matter up with the Department of Commerce and the director of census; and second, to work during the sitting of the next Congress to have the census act amended so that the fifteenth census ten years hence shall take the warehouse industry into account.

# THE GATTIE PLAN

## of FREIGHT HANDLING

(NOTE: The following article, relating to distribution and freight handling in periods of transportation stress, was prepared by Leonard B. Gary, American Trade Commissioner in London, and is reprinted from the Department of Commerce's Daily Consular and Trade Reports.)

THE serious transportation difficulties in England and the increasing costs for carriage by both land and sea has caused the British Government to consider a scheme proposed by A. W. Gattie. This scheme is based upon a clearing-house idea and was first brought forward by Mr. Gattie about 12 years ago. Since that time he has perfected machinery to deal with the different objections raised, and at the hearings which are now being conducted by a committee of the (Government) Board of Trade, experts have testified that Mr. Gattie's system would do all that is claimed for it.

Statistics have been presented by Mr. Gattie to show that in the London area there are seventy-four freight stations, and over London's rails pass daily 1,000 freight trains—or "goods" trains, as they are termed in England. Of this number he estimates 750 are pilot trains, or, in other words, are trains of cars being switched from one station to another for the distribution of the freight to different points or for the distribution of the loaded cars to different railroads. According to this estimate of 1,000 trains, it will be seen that only 250 are actually bringing freight into or taking freight out of the city; the other 50 are made up of trains known in the United States as switching trains.

### Proposed London Clearing House

Mr. Gattie proposes to abolish all of these stations and have one central freight station. The clearing-house, which would be nine floors, would cover 15 acres; however, the lowest floor or crypt will cover 30 acres. This building would be provided with powerful overhead electric traveling cranes, supplemented by a system of conveyors, the whole apparatus being designed to deal with heavy loads in bulk. This floor of the clearing house would connect with the other floors of the clearing house by means of cranes and stalls on the various levels and also by escalators.

On the ground floor, just above the crypt, is the railway level, which consists of twenty-two railway tracks and twenty-four platforms; and east and west of these provision has been made for two large garages. The railway level is cut by four longitudinal trenches, each 40 ft. wide, the entire length from north to south. This level is equipped with four 50-foot ordinary shuttle cars traveling from north to south.

### Electric Trucks the Basis of the System

Above the street level are four sorting floors, each fifteen acres in extent, two floors for heavy bales and two for parcels. These floors are equipped with cranes and conveyor belts of the size and power requisite to perform the work required of them. Ingress and egress to these floors can be had by way of cranes hoisting loads through well holes or by means of escalators to and from the crypt. Above the four sorting floors is a workshop, and provision has been made for mess rooms, baths, recreation rooms, and record offices. The top of the building, the roof of which is asphalted and has a floor space of fifteen acres, is to be used as an airdome.

The clearing house has twenty-six towers, each accommodating two large elevators and a broad staircase.

The real secret of this system is the electric truck, supplemented by containers and a fleet of 5,000 motor trucks. Large containers holding from two to five tons, principally used for bulk shipment, would be lowered into railway trucks and upon arriving at their destination, would be lifted from the trucks by a crane and placed on the chassis of a motor truck without breaking bulk. For smaller packages and parcels there would be smaller containers. These would be placed on the different conveyors or

truckers and carried to the sorting floor and then delivered to their proper place within the clearing house.

On different floors of the clearing house, whether for bale freight or parcels, there are certain bays or sections, each section representing a district or town. Past all these bays or sections there is a continuous movement of electric truckers. At diagonal corners goods are either received or dispatched. The goods are routed by a man stationed at the entrance of one of these bays, all packages and bales being plainly labeled.

### Plan Declared to Be Practicable

By this system Mr. Gattie maintains that 300 trains a day could be handled at the clearing house and congestion eliminated. It would also cause a more continuous use of all railroad equipment—that is, freight cars would not be used as storage houses, but would be used for what they were originally designed—to transport freight. All of the time lost in shifting a car of freight from one railroad to another, which in London takes from ten to fourteen days, would be eliminated. Suppose that truck No. 1 was the truck assigned to the London & Southwestern, and five cars of freight were brought in on that railroad to be transferred to the Great Western. The crane would lift the containers out of the cars, and in five minutes they would be deposited in the cars ready to receive them on the tracks of the Great Western. Should a train arrive with freight for the Great Western, and no trains were leaving on the Great Western at that time, it would be placed in the crypt until such time as a Great Western train was leaving.

It must be borne in mind that few of the English railway cars, or, as they are termed here, "trucks" and "wagons" are covered. They correspond to the open coal car or gondola of the United States, but are much smaller. The average load on these trucks is said to be twenty-one tons, although they are built to carry five to ten tons of freight. Undoubtedly Mr. Gattie's scheme would be of practical value in England, and experts agree that it is applicable to English railroads. Whether it could be applied to American railroads is questionable. However, it is evident that the Germans thought that it could be used by them, as Herr von Schawen, of the German Ministry of Transport, was sent in June, 1914, to inspect the apparatus at the company's works. At that time he remarked: "Yours is a unique instrument for mobilization."

Mr. Gattie estimates an economy under this scheme of \$263,000,000 per annum on the cost of cartage in London alone. This leaves out of consideration seventy-two freight yards which would be abandoned, and which would be sold by the railroad companies at enormous profits, as railroad yards occupy some of the most valuable sites in the London area. The committee appointed by the Board of Trade is still investigating this scheme, and its report will not be made for several weeks.

### Warehouses for Manila

The Philippine Government is setting an example for those United States ports where narrow policies retard warehouse and terminal developments. The Philippine department of commerce and communications is sparing no effort or money to construct new, modern piers equipped with the latest types of cargo-handling cranes and other mechanical devices, for both exterior and interior use, at Manila. Manila's fourth pier is under construction and the fifth is being planned for next year. Warehouse construction will keep pace with this development.

# FROM THE LEGAL VIEWPOINT

## Our Own New Legal Service Bureau

By George S. Kaiser

*George F. Kaiser is a practicing lawyer who makes a special study of warehousing and transfer affairs. Service given in these pages is free. DISTRIBUTION & WAREHOUSING cannot agree to answer all questions, but will do so far as is possible.*

### When Warehouseman Loses Identity and Becomes Private Bailer

Editor, DISTRIBUTION & WAREHOUSING: We are up against an unusual proposition and hope that you can help us.

We conduct a warehouse. We do not conduct a garage or automobile repair shop or anything of that kind, however. This is important in view of what I have to say next.

In the section of town where our warehouse is located there is no garage or place for the storage of automobiles.

As I said before, we do not conduct a garage nor do we habitually store automobiles. As a favor to a neighbor of ours who comes to business in his car we agreed some time ago that he could store his automobile in our building every day during business hours.

He is a careful man and did not want to have his new car exposed to the weather on the street every day. The arrangement is mutually satisfactory and the man is all right.

We got to talking about the matter in our office the other day and could not agree as to our rights and liabilities in this particular case if the car should be stolen, or if the owner should take the car out and refuse to pay his bill. Some of us contend "once a warehouseman always a warehouseman," and that our rights and liabilities are as warehousemen. Others contend we are garagemen in this particular transaction and are liable as such and also are entitled to a lien on the car as such. What do you think about it? What are we? Suppose the car was stolen or we were left with an unpaid bill?

G. W. Co., Syracuse, N. Y.

**Reply:** As a warehouseman you would be bound to use ordinary care to preserve any property left with you and if you were negligent you would be responsible for your carelessness. As a garageman you would be bound to use the same degree of care and be responsible for the same degree of negligence.

As to the owner taking the car out and leaving you with an unpaid bill, however, your right of lien would depend on whether in this instance you were a warehouseman or a garageman. As you allow the car to go out each day you certainly cannot contend you have it in storage and assert a warehouseman's lien after you part with possession of it.

On the other hand I do not think you are entitled to a lien as a garage man because the law specifically refers to a "person keeping a garage" and gives that person a lien for unpaid charges any time the car comes into his possession.

The meaning of the words "keeping a garage" means conducting a place for the storage, maintenance or repair of motor vehicles as a regular business and you are not doing this according to your own admission.

In this instance I do not think you are either a warehouseman or a garageman, but just a private bailee for hire, without any lien whatsoever.

#### The Issuing of Warehouse Receipts

Editor, DISTRIBUTION & WAREHOUSING: I have noticed your new legal page and as we are subscribers of long standing, we want to take advantage of your offer as to giving legal information.

When is a warehouseman responsible for receipts issued in his name but not by him, under his direction or by a properly authorized person?

Some time ago an attendant at our warehouse here, who was a new employee, got hold of a receipt blank and signed our name to it, gave it in exchange for some goods and departed for parts unknown.

We do not consider ourselves responsible as he had reference which we now suppose were forged as they were from another state.

Just when can an authorized person bind a warehouseman and make him liable for the loss of goods he never received, never receipts for, and never saw?

Thanking you to give us the information as we believe it will be interesting to others in the trade also.

A. W. Co., Chicago, Ill.

**Reply:** Receipt issued by attendants, agents or servants of warehousemen without authority are not binding on him. Of course if persons have authority to issue receipts and they issue fraudulent receipts, then the warehouseman is responsible to persons who have accepted them in good faith and for value.

**I**N the case of Vannett vs. Riley Herz Auto Co., an automobile company had delivered three automobiles to a storage

company and received receipts for them. The automobile company then pledged the receipts with the bank and received \$2515.30 as a loan.

Some months later a third party sued the auto company to recover \$250 and attached the automobiles. The bank claimed that they could not properly be attached because it had title to them. The person who sued claimed that as the storage company had no notice of the transfer of the receipts, the attachment was valid. The Court agreed with the bank, however, and held it was invalid.

The Court in this case said that a warehouse receipt is not a contract for the payment of nor is it evidence of an obligation to pay money but is the written obligation of the warehouseman that he has received and holds the goods described in it for the person to whom it is issued.

The Court further said that the word negotiate in relating to warehouseman's negotiable receipts is not used in the sense in which it is applied to bills of exchange or promissory notes, but only as indicated, that in the passage of warehouse receipts through the channels of commerce, the law regards the property which they describe as following them, and gives to them regularity of transfer by indicating the effect of manual delivery of the things specified in them and in a technical sense such a receipt is not a negotiable instrument within the North Dakota law relating to negotiable instruments. 173 N. W. 466.

#### Business of Being a Warehouseman

**W**HERE a warehouseman wrongfully disposes of property left in his care and violates his contract by selling, pledging or in any other way wrongfully disposes of it, he of course becomes liable to a suit for the value of the property. This suit may either be an action for breach of contract, an action for wrongful conversion of the goods or an action for the price the warehouseman received for the goods.

When a warehouseman sells property stored with him without the authority, the seller does not get title to the goods, and the owners may recover it from the person who purchased it. Of course, if the warehouseman has the right to sell under his contract, he is responsible, and even if the warehouseman sells when he has not the right the owner may lose his right to complain if he ratifies or acquiesces in the sale.



A warehouseman who sells stored goods with the authority of the person who stored them is not responsible to a third person when he has no notice of that person's title.

## Insurance

WHERE a person is entrusted with goods of another as a warehouseman is, he may either insure his own interest or his own liability or he may insure the property for its full value for the benefit of all concerned provided only that the policy properly describes the interests which he intends to cover.

Where a warehouseman insures for his own benefit he can recover the value of his interest as it is described in the policy no matter whether it is as owner for liability, commission, advances or some other interest. If he is insured against his liability as a bailee for the loss of the property he will be entitled to recover its cash or market value at the time of the loss measured by his liability. If he insures for the benefit of the owners of the goods as well as for his own benefit, he will be entitled to recover the full value of the property insured and

then holds any balance above his own interest as a trustee for the owner.

**I**N the recent case of New England Equitable Insurance Company vs. Mechanics American National Bank of St. Louis, the Courts said: "In common parlance a warehouse is a house used for storing goods, wares and merchandise whether for the owner or for someone else and whether the same be a public or a private warehouse. 213 S. W. 685.

## Not Required to Regain Stolen Property

Editor, DISTRIBUTION & WAREHOUSING: We are the proprietors of a warehouse here in Boston. Some time ago our warehouse was broken into and some goods were stolen from it. It is conceded that it was not our fault as our watchman was assaulted and rendered unconscious. The only point confronting us is this. The owner of the goods claims that we should have personally tried to get them back and that if we had tried we could have recovered them. This is nonsense because we do not know where they were taken. Just what must a warehouseman do in a case like this? E. A. H. Boston, Mass.

**Reply:** It was decided in the case of *Sessions vs. West R. Corp.* 16 Gray (Mass. 132) that a warehouseman is not required to discover or regain property which has been taken from his warehouse or from his possession without his fault. Your customer cannot expect you to do the impossible.

### *Lessee's Obligation to Lessor*

**I**N a recent New York case it was decided that where a lessee of a warehouse has covenanted to conform to all laws and ordinances of a city and any city department, and to indemnify the lessor for any damage caused by violation, he was not liable to indemnify the lessor when the latter was required to provide fire escapes, as in any case, a tenant is not obligated to make structural changes except where the violation has been created, or brought about by the request of the tenant.—Gerry vs. Fitch, Cornell & Co., 177 (N. Y. S.) 691.

## Space Charting—*The Army's System*

THE average warehouseman has no system of ascertaining the status of space in his storage buildings. Earning capacity is controlled by floor area; nevertheless, many warehousemen fail to give this fact the necessary consideration.

The statement of the superintendent: "We're filled up," satisfies the warehouseman. A big contract comes along and before the warehouseman can estimate, he must first make a survey to ascertain the amount of space available.

It is essential that at all times the storage man should know the exact status of his buildings from the standpoint of available space and space occupied. For the warehouseman having several buildings a chart such as the one outlined on this page is particularly advantageous.

### Earning Capacity of Floor Space

Figure the total number of square feet of storage space on each floor in each building. Deduct the amount of space required for elevator hatches, stairways, aisles and for other non-productive space, from the total area and you have the earning capacity of each floor in square feet.

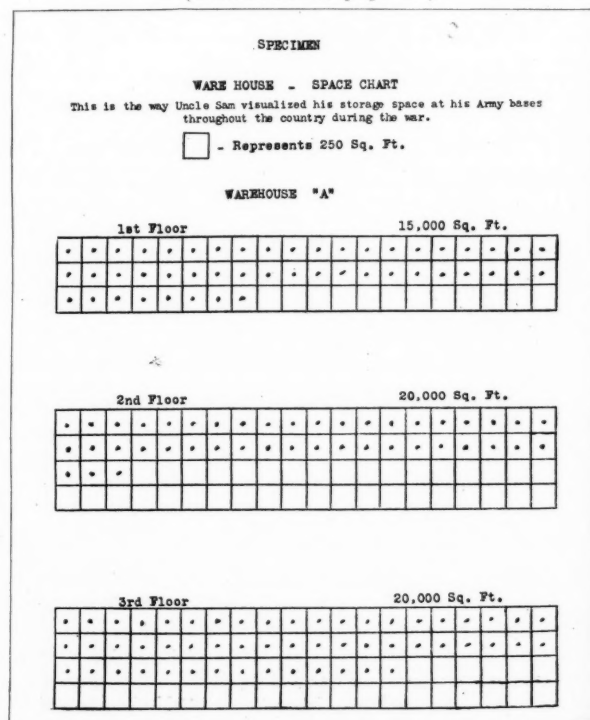
For example: If you have a ten-story building, averaging 20,000 sq. ft., of storage space to each floor, prepare a chart similar to the one shown herewith, and tack it on a board. Each small square represents 250 sq. ft. Provide a sufficient number of squares in each section to cover a floor or building. Make a survey of the amount of space occupied on each floor; and, for each 250 sq. ft. occupied, put a push pin in the center of each square.

The warehouse superintendent makes a daily record of incoming and outgoing shipments, thereby estimating the number of square feet released and leased. A

few minutes' time at the end of each day changing the pins will enable the warehouseman to visualize at a glance the relative condition of each floor or building and intelligently to check his income.

These push pins are made up in many different color heads. If a number of different commodities are stored

(Continued on page 39)



*For chartering floor area occupied at a warehouse*

# READERS FORUM

*DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City.*

## Peculiar Legal Tangle

*Wichita Falls, Tex., Nov. 12, 1919.*

"Dear Sirs:

"Some months ago the writer was in correspondence with you in reference to a pending law suit, which we were to try in Muskogee, Oklahoma. This case was tried and for the benefit of your readers I will give you the result of same.

"Riley and Harbour were in the transfer business as a co-partnership, operating under the firm name Riley-Harbour Transfer Co., Harbour sells his interest to Riley and the firm changes to Riley Transfer Co., a few months later Riley sells one-half interest in the business to C. W. Evans and the name remains the same. (Riley Transfer Co.) A few months later Riley sells all his interest which consists of one-half interest in the business to the City Transfer Co., and C. W. Evans retains his interest in the business and goes in the City Transfer Co., and operates the business under the name of City Transfer Co.

"A party stores some household goods with the firm when it was Riley-Harbour Transfer Co. She phones the order in and we send the wagon out and bring in the furniture for storage. A few days later this party calls at the office to get a few packages out of some of the boxes. She was taken to the warehouse by one of our

men and allowed to take what she wanted as the goods belonged to her. She was asked about paying the transfer charges to the warehouse and also a month's storage, the two items amounting to \$12.50. She claimed that at that time she was not able to pay anything at all, but would begin paying the charges in about 30 days. We asked her for her permanent address so that we might take a record of where she could be reached that we might send her her monthly statement. Her answer was that she did not know where she would be, as she had not decided where she would locate, but that in a few weeks she would send us some money and let us know in what city she was living.

"In about three months after the City Transfer Co., transferred these goods to their warehouse a fire took place and greatly damaged this party's goods. That was about a year after they had been put in storage. When she found out that the goods had been transferred and that fire had taken place, she called on Riley for her goods. Riley directed her to the City Transfer Co., where she was told that her goods had been burned and otherwise badly damaged by water.

"She then sues the Riley-Harbour Trans-

fer Co., for something over \$20,000. Riley being under contract with Harbour to take care of every litigation, of course felt that it was either up to him or the City Transfer Co., to settle this claim and after consulting several of the best lawyers in the city, he denied liability. Claiming that the City Transfer Co., in accepting these goods together with the account this party owed, amounting to almost \$100 was responsible to her for the delivery of these goods. And he fought the case along this line.

"The Judge ruled that the party was entitled to recover full damages from Riley-Harbour Transfer Co., with whom she first stored the goods. And the jury awarded her judgment of \$650.00 which Riley paid. It seems that the law of conversion was that we got stuck on the judge holding that it was up to us to notify this party that the goods had been moved from the warehouse in which they were first placed, and put in another Company's possession, and not withstanding the fact that it was a physical impossibility for us to notify this party, as she did not furnish us with an address, which she said she would.

"I am simply giving you this detail report hoping that it might prove a help to some of your readers.

"Yours very truly,

"E. F. RILEY."

(E. F. RILEY FURNITURE CO.,  
Wichita Falls, Texas.)

## Space Charting—The Army's System

*(Continued from page 38)*

in a given space, let each commodity be represented by a different color pin—a green pin for coffee, a red pin for canned goods, a yellow pin for flour, and so on.

Estimate the number of square feet of space occupied by each commodity; place the pins in a group accordingly and you have a picture of your floor space.

This same scheme may be adapted to a good many operations. For instance, a chart of this sort would be valuable to a steamship line. A separate chart could be made up for each vessel, to represent tonnage capac-

ity by measurement. Each small square would represent so much tonnage instead of floor area—a blue pin to indicate tonnage in transit to piers; a red pin, tonnage on piers available to load; a green pin, tonnage loaded aboard ship, and so on.

A chart of this sort will render valuable assistance to you in the operation of your business. In these days of competition, **service** is the keynote of success and you cannot render **service** unless you have a keen conception of your own operations.

## NATION'S WAREHOUSES LEAD IN FIRE LOSSES

**Storage Plants Are List First in  
\$2,000,000 Loss Suffered in  
September**

NEW YORK, Nov. 24—Information brought to the attention of the New York Furniture Warehousemen's Association at its October meeting showed that storage warehouses headed the nation's list of industries which suffered fire losses during the fiscal month ended September 1. Louis L. Firuski, representing the Pioneer Fireproof Storage Warehouses, of Brooklyn, told members assembled:

"I would like to make a statement regarding insurance. I received a communication from my broker enclosing in his letter a list of the losses that occurred within the fiscal month ending September 1, and he had a list that stated that with storage warehouses the loss on same throughout the country ran a fraction over \$2,000,000. Storage warehouses headed the list, and he went on to state in his letter: 'And still the warehousemen ask why the rates are so high.' I replied to his letter, and said in my letter that I would like him to ascertain what proportion of those losses occurred in merchandise warehouses, furniture warehouses and other warehouses, and I think it is a very important thing that the Board of Underwriters should be asked to segregate that loss, so that the whole burden of warehouse losses may not be thrown onto warehouses that store household goods. I might say that separately listed were tobacco warehouses and cotton warehouses, which were not included in the \$2,000,000. I think perhaps it would be well to have the insurance committee follow this up. As a rule, I imagine that the loss with non-fireproof warehouses would be extremely large, and incur a very large loss. I am of the opinion, however, that included in that list there is something that must be of extremely inflammable character, and I believe that the whole household goods warehousing industry is burdened with it."

The chairman of the association's insurance committee was not present at the meeting and no action was taken with regard to Mr. Firuski's suggestion.

### General Electric Builds

ATLANTA, Ga., Nov. 3—Announcement has been made here that the General Electric Co., of Schenectady, N. Y., will erect a large warehouse for electrical supplies and a big service station in Atlanta. A five-story building with provisions for carrying five additional stories to be built later, is planned.

### New York-Philadelphia Motor Service

PHILADELPHIA, Nov. 16—Motor truck service between this city and New York is being inaugurated by the Safety Storage Van and Packing Company of Philadelphia. The plans call for weekly trips, collections of goods being made here on each Monday and return loads

being obtained at New York each Wednesday.

For the present only one truck will be operated but as business warrants the service will be expanded. Household goods and furniture will be carried at first, but as business increases the distribution needs of manufacturers will be accommodated. Rates effective are \$1.03 a 100 pounds for weight or \$1.03 for each six cubic feet, where full loads are taken. These tariffs are subject to change to conform to business conditions.

### To Build at Petersburg, Va.

PETERSBURG, Va., Nov. 8—A steel and concrete warehouse to cost \$75,000 is to be built here by the Southern Bonded Warehouse Corp., according to a recent announcement by Sidney M. Green, Jr., president.

The building is to be seven stories, of modern fireproof design, containing 80,000 sq. ft. of space.

While the officers of the corporation have decided upon a structure much larger than their present needs demand, they have confidence in the promised growth of business in this locality and are expressing it in the selection of Petersburg as the permanent home of the firm.

### Rivers and Harbors Congress to Meet

WASHINGTON, Nov. 18—Decision upon the provisions regarding waterways and the relations between railways and waterways to be included in the Railroad Bill is expected at the Fifteenth convention of the National Rivers and Harbors Congress, which is to be held in Washington, Dec. 9-11.

The convention promises to be one of the largest ever held. Most of the speakers are men directly concerned with either the enactment or the execution of waterway legislation.

Among these are Newton D. Baker, Secretary of War, and Josephus Daniels, Secretary of the Navy, Senator Cummins of Iowa, the present chairman, and Senator Smith, of South Carolina, former chairman of the committee on Interstate Commerce; Senator Jones, of Washington, the present, and Senator Fletcher, of Florida, the former chairman of the Committee on Commerce; Representatives Esch, of Wisconsin, the present, and Representative Sims, of Tennessee, the former chairman of the Committee on Interstate and Foreign Commerce; Representative Kennedy of Iowa, the present, and Representative Small, of North Carolina, the former chairman of the Committee on Rivers and Harbors.

### Form \$30,000,000 Company.

OTTAWA, Nov. 3—A \$30,000,000 company, the Havana Marine Terminals, Ltd., has been incorporated here with Montreal as headquarters. The company is to construct warehouses and other necessary structures, acquire vessels and enter into a general navigation and transportation business.

## LARGE PLANT BUILT BY EASTERN TERMINAL

**Produce Warehouse to Be Im-  
portant Link in New England  
Distribution System**

PROVIDENCE, R. I., Nov. 24—Fifteen million tons of freight a year are expected to be cleared through the warehouse in this city of Eastern Terminal Corp., now under process of construction. With warehouses in principal cities, the corporation plans to participate largely in the distribution of the 35,000 tons of freight brought into the New England states annually over the New Haven railroad.

Plans for development of the warehouse system have been made in co-operation with the New Haven railroad officials and the United States Railroad administration. The main unit of the system will cover 1,000,000 sq. ft. in the Cedar Hill freight yard now being built in New Haven. The Providence establishment will be second in importance and others will follow in Boston, Hartford, Springfield, Worcester and other important traffic centers.

The warehouse system is designed to assist in forwarding freight, in avoiding demurrage and in saving expense on less than carload lots. It will serve to hasten deliveries and reduce costs, and will facilitate generally the vast bulk of freight moving into the New England states.

The Providence building will be one story and 150x600 ft. New buildings will be added as business grows. With building plans progressing smoothly it is hoped to have the yard in part operation within a year.

### Hansen Gives Prize for Warehouse Plan

MILWAUKEE, Nov. 29—Shipping and forwarding facilities of the Hansen Storage Co., will be greatly enlarged by the purchase by the company of a dock 840x120 at the mouth of the Milwaukee river on which it is proposed to erect a modern warehouse.

In considering the most profitable use to which the dock could be put, the company conducted a contest in which prizes were given for best suggestions. First prize \$100, was given to Lawrence Kenny, nineteen, of the mechanical engineering department at Marquette. His suggestion for the dock read:

"According to the diagram the buildings are so situated that they can be used with advantage by both rail and water. I think if the docks were remodeled a car-ferry could easily be loaded and unloaded where the brick warehouse now stands. With 120 ft. between the river and the railroad a number of tracks could be laid to permit storage cars loaded and unloaded. Where the wooden dock building is, a new dock and warehouse could be built and large freighters could be unloaded. If necessary, goods unloaded could be transferred into freight cars or stored in the warehouse. Teams and trucks could operate from the northwest end of the warehouse."



## KANSAS CITY ASS'N IN ANNUAL MEETING

### Storage Space Shortage Discussed— Crutcher Again Elected President.

KANSAS CITY, Mo., Nov. 26—With the warehouses practically filled, and the cost of construction considered prohibitive, the Kansas City Warehousemen's Association, at their annual meeting here recently, saw small promise of immediate relief.

L. T. Crutcher, president, reported that there was very little space left for the storage of household goods, and that approximately 95 per cent of the merchandise storage warehouse space is taken. A large portion of the furniture in storage, Mr. Crutcher pointed out, belongs to persons who would occupy houses in Kansas City, if houses were available.

The meeting was one of the largest ever held. The activities of the association were reviewed, and attention was called to the fact that through the efforts of the body a special committee has been created in the Chamber of Commerce, known as the Transfer & Storage Interests Committee. This committee is headed by Fred Adams, of the Adams Transfer & Storage Co., who also has been appointed a member of the traffic department council of the chamber and a member of the Traffic Managers' Committee.

The annual election resulted in the selection, for the third time, of the following officers: L. T. Crutcher, president; W. A. Wilson, vice president, and O. W. Thomas, treasurer.

The following concerns engaged in the transfer and storage business in Kansas city were elected to membership:

Beebe Storage & Mfg. Co., J. G. Hill, Transfer & Storage Co., Gray Transfer & Storage Co., Hulet Bros. Storage & Moving Co., J. I. Case Storage Co., Monarch Transfer & Storage Co., Liberty Warehouse Co., J. C. Hulse Transfer & Storage Co. and Grover Fireproof Warehouse Co.

Among the activities of the Kansas City Body reviewed at the meeting was the agitation for a Kansas City Planning Commission. The association recently was given representation on a commerce consisting of ten members appointed by 32 civic organizations to get behind this project. President Crutcher was selected by the warehousemen for this post.

The Good Roads Association has on its board of directors E. P. Adams, S. C. Blackburn and S. M. Woodson, of the association.

### New Orleans Forms Local Association

NEW ORLEANS, La., Nov. 12—The formation of a local association to co-operate with the Pittsburgh central bureau of the American Warehousemen's Association in the classification of goods for storage, cost accounting, etc., was the object of a recent meeting held in New Orleans and attended by a number of the warehouse owners of the city.

Mr. William E. Halm, President of the New York Dock Company, discussed the situation in which New York in-

terests found themselves when the National Food Board proposed to make certain maximum rates on storage, without regard to the loss all were incurring on labor, and how the lack of knowledge of the business or possession of any actual data prevented them from using any effective arguments on the subject. He discussed also the formation of the Port of New York Warehousemen's Bureau of Information and the assistance received from the Massachusetts Warehousemen's Association as to the methods of classifying articles and of ascertaining cost of handling. Mr. Halm discussed the necessity of organization and education in these matters, in view of legislation and advancing regulations of the industry by State or other agencies, holding it essential to the future welfare of the business that it have the fullest knowledge possible in these matters.

### Has President Wilson Read It Too?

**Distribution & Warehousing** in its October issue published an article pointing out how the authorities of the city of New York, in planning a pier development costing many millions of dollars, were not taking into consideration the fact that the country's costs of distributing commodities could be materially reduced if the pier project was intelligently handled so as to assure the construction of a modern terminal physically adaptable to expansion to accommodate the continuous growth of business through the nation's largest port. Editorially, *Distribution & Warehousing* condemned these pier plans and suggested that Federal intervention was not too much to demand.

The material Handling Machinery Manufacturers' Association, 35 West 39th Street, New York City, has through its manager and secretary, Zenas W. Carter, placed a copy of the article and a copy of the editorial in the hands of every United States Senator and United States Representative, every member of the New York and New Jersey State Legislatures, and the members of the Board of Estimate and Apportionment of the City of New York, and has circulated article and editorial among manufacturing companies and newspapers generally throughout the country. In all, 4,000 copies were used by Mr. Carter in a campaign to awaken the American business world to the foolishness of allowing piers such as the ones purposed, to be erected at the port of New York.

### Army Warehouse Planned

SAN ANTONIO, Nov. 5—Plans for the construction of a temporary warehouse providing 750,000 sq. ft. of space, recently authorized by the war department, will soon be ready for submission to the department, according to a recent statement by Colonel M. R. Hilgard, Southern Department quartermaster and zone supply officer.

## ADVOCATES UNIFORM ACCOUNTING SYSTEM

### New York Furniture Warehousemen Favor Computing Figures for Storage Costs

NEW YORK, Nov. 1—Opinion that the New York furniture warehousemen should place themselves in a position to present to any governing body a cost accounting system was expressed by members of the New York Furniture Warehousemen's Association at its October meeting. In bringing up this subject for discussion, Charles S. Morris, secretary, and representing the Metropolitan Fireproof Storage Warehouse Company, said:

"You perhaps are familiar with the fact that with very short notice in the State of Nebraska a commission advised all public cartmen in the State that it was going to supervise them, and gave them a few hours' notice in which to file a schedule of rates and the reasons therefor. It brings us back to the statement that I have been making for quite a little while, and which I also mentioned at the summer meeting of this association—are we prepared, in the event that we are called upon at any time by the authorities, to present to any governing body a cost accounting system or method of our business and why we should charge our present rates?"

"We are in no position to go before any governing body unless we have a properly computed set of figures to present. Are we going to wait until they do as they did with the merchandise warehouses, the cold storage people, the Chicago furniture warehousemen—and now it has happened in Nebraska—with but a few hours' notice?"

During the discussion the statement was made by Charles R. Saul, representing the Columbia Storage Warehouse, that, in connection with garage expense:

"Your vans are the best advertising mediums you have got, and I estimate that the advertising value of your vans in the warehouse business more than offsets—a great deal more—the garage space occupied by your vans."

### Effects Tobacco Warehouse

GREENVILLE, N. C., Nov. 6—A charter has been granted the Greenville Storage Warehouse Co. George W. Hadley, president of the company, announces that a first class warehouse building for the storage of general produce, with special attention given to tobacco and cotton will be erected.

The enterprise will meet a long felt demand for storage space for leaf tobacco.

### Plans Atlanta Warehouse

ATLANTA, Nov. 2—Fitzhugh Knox is having plans prepared for a warehouse here with railroad frontage to contain more than 20,000 square feet. It will be built on Means street near the Bellewood avenue bridge, and will extend from Means street to the railroad.

## MOTOR TRUCKS PUT THESE TOWNS ON MAP

**Prosperity Follows When Farmers Solve Transportation Problem with Motor Vehicle**

SAN FRANCISCO, CAL., Nov. 15—Motor truck transportation is putting many towns on the map—towns that have struggled along for years under the withering influence of inadequate facilities for moving its products.

One of the California towns that overcame that drawback is Downey, a little more than fifteen miles from Los Angeles, on the Southern Pacific railroad. The land surrounding the town on all sides is fertile agricultural territory, but the people lacked a market for their products.

Downey was sliding back into the well worn run of community obscurity when R. B. Briscoe, one of its progressive citizens, conceived the idea of using the motor truck. He bought one in June, 1914, and proceeded to market his products in Los Angeles. Very little trouble, no delay and good prices gave him a neat profit for the season. He could make the trip in three hours, which gave him plenty of time to work the farm.

Soon he found that by making two or more trips a day he could market his neighbors' products as well as his own. The profits of this transportation business more than compensated him for the time he spent off the farm. Besides, the territory served was many times that he served before.

The business of the Downey farmers grew, and so did the transportation business of Briscoe. Since then many more farmers have purchased motor trucks, thus solving the transportation for the town.

### Gets Rate Reduction

SHREVEPORT, La., Nov. 5—Shreveport has secured the establishment of a 20 per cent. lower freight rate from St. Louis via barge, to Memphis and thence to Shreveport by rail, according to a recent announcement by Congressman J. T. Watkins.

### Warehouse Planned

FULLERTON, Cal., Nov. 5—Plans are under way for the building here of a fire-proof warehouse for accommodating the furniture of persons moving into northern Orange County. At present Fullerton is without a storage plant of this character.

### California Motor Truck Distribution

SAN FRANCISCO, Nov. 3—San Francisco offices of the recently-organized California State Draymen's Association have been opened here with C. R. Collins, secretary-manager, in charge. The association is comprised of 1,500 drayage companies with a motor truck operation totalling more than 7,000 motor vehicles. One of the organization's purposes embraces the stimulation of the use of the motor truck for short hauls with a view to developing the return load system in

distribution operations. W. P. Scott, Oakland, is president; Milo W. Bekins, San Francisco, is treasurer; and the vice presidents are W. A. Hicks, Sacramento; G. H. Galbraith, Bakersfield; J. R. Driver, Berkeley; William S. Hamilton, San Francisco; C. G. Munson, Los Angeles, and W. S. Worcester, Stockton.

### Big Aviation Warehouse

SACRAMENTO, Cal., Nov. 1—Mather Field is to be the site of a large aviation warehouse which will carry aviation material to supply all the fields on the Pacific Coast, according to a recent announcement.

The building will be of concrete and will cover at least two city blocks, according to Captain Thomas Voss, Mather Field. Construction will begin shortly after the first of the year.

### Conservatism in Arkansas

LITTLE ROCK, Ark., Nov. 20—Food products and automobiles apparently are the commodities receiving greatest movement through Little Rock warehouses at this time. Manufacturers, jobbers and retailers seem to be pursuing a conservative policy generally, purchasing for present needs only. Labor conditions are improving.

### Will Handle Cars Through Warehouse

PITTSBURG, Nov. 29—Work is soon to begin here on an immense warehouse to be erected on Melwood street near Baum boulevard by a newly organized corporation. Negotiations have been completed for the purchase of the land which borders the Baltimore & Ohio right of way and measures 320x500 ft. The cost of the ground was \$320,000, and the building will cost \$600,000.

Plans call for a building six stories high with a floor space of 500,000 sq. ft. The building will be principally used for the warehousing of automobiles and for storage of automobile tires and equipment. Manufacturers will ship cars to the warehouse where they will be delivered upon payment. The warehouse company will act as a middleman between manufacturers and dealers and will make its profit on storage charged while cars remain.

### Speed Work on Coast Pier

SEATTLE, Nov. 29—Seattle's new commercial pier, which shipping authorities say will be the largest in the world, is being rapidly erected and will in all probability be ready for use by May 1, 1920.

The pier is being built at a cost of \$2,500,000 and will measure 2560 ft. long by 365 ft. wide. Eleven ocean going vessels will be able to dock at one time. The first transit shed will be 500x120 ft. but later the wharf will have two transit sheds 1000x120.

The Port of Seattle now has upward of \$13,000,000 invested in deep-water piers, transit sheds, grain elevators, cold storage plants and other ocean terminal facilities all of which are publicly owned and operated.

## RAILROADS PREPARE TO ASK HIGHER RATE

**Government Information at Disposal of Firms for Basis of Appeal**

WASHINGTON, Nov. 2—The railroad corporations are taking steps to obtain increased rail transportation rates to offset the increase in operating expenses during Federal control.

The decision was reached on Oct. 23 at a conference between Director General Hines and representatives of the Association of Railroad Executives.

Director Hines made it clear that the Government had no intention of initiating advances, but is willing to put all of its information and the services of its experts at the disposal of the railroad corporations, if it is desired to act independently before the Interstate Commerce Commission.

It was resolved at the meeting that the offer of the Director be accepted and that immediate steps be taken by the railroad companies, with such aid, to ascertain the pertinent facts and to prepare their proposals for a readjustment of rates in such way, and to such extent, as will establish a proper relationship between the expenses and revenues of the railroad companies, in order that their financial needs may be adequately provided for and put them in a position to perform efficiently their transportation duties after their properties are returned to them.

### Cotton Warehouse Necessary

CHARLOTTE, N. C., Nov. 3—The necessity for a warehouse system extending into all the communities throughout the cotton belt was emphasized recently in a statement issued by John T. Mackey, of Camden, treasurer of the South Carolina Cotton Association.

"We ought to reverse the present conditions and provide warehouses before we plant the crop," said Mr. Mackey. "Every farmer producing or controlling 100 or more bales of cotton should be urged and shown the necessity of providing warehouse room on his own farm to take care of his product. The smaller farmers should build community warehouses for storing the cotton of six, eight or ten and twenty farmers, then the farmers throughout the belt should provide additional warehouse room in each county and city and in every cotton buying town to take care of the balance of the crop produced."

### New Cartage Rates Issued

EDMONTON, Alta., Nov. 3—The Western Transfer & Storage, Ltd., and the Canadian Express Co. have issued a joint circular cancelling all previous issues and setting new cartage tariffs to wholesale merchants and manufacturers, effective Nov. 1.

Copies of the new rates may be secured from either of the companies at Edmonton.

## U. OF M. TO START TRANSPORT COURSE

Curriculum to Open After Highways Transport Convention in Chicago Jan. 24

DETROIT, Nov. 29—Highway transportation courses will become a part of the curriculum at the University of Michigan, classes starting Jan. 24, immediately following the highways transport convention at Chicago. In recognizing the importance of instruction in highway development and incorporating it in the course of study, Michigan blazes the trail for American universities. The department will be in charge of Prof. Arthur H. Blanchard, president of the National Highway Traffic Association. A number of men who will participate in the conference at Chicago have signified their intention of taking the course.

Development of men trained in highway transport engineering, in the opinion of authorities at the Ann Arbor institution, is essential in promoting a comprehensive national highway system and the breadth of training in this branch of engineering must be broader than for many other technical branches, it is held. Economics, political economy, social science, business and contract law, scientific management, business organization, cost accounting, interstate commerce, marketing and distributing systems are regarded as fundamental subjects for the course which will include the following:

History of American transportation and rural development; English highway transport methods and legislation; interrelationship of highway, waterway and railway transportation including influencing factors of distances, rates, kinds of freight and equipment; port, terminal and warehouse facilities; interrelationship of highway transport, good roads and rural development; American highway traffic legislation including national, state, county, township and municipal laws, licenses and traffic regulations; fundamentals of highway engineering affecting economic highway transport; American highway transport methods and transportation surveys.

Ten courses in highway transport engineering will be offered at Michigan next year.

### New Freight Service Planned for Seattle

ABERDEEN, Wash., Nov. 5—Aberdeen, Tacoma and Seattle are to be served by a new transportation company. The Grays Harbor and Puget Sound Freight Line Co., with capital stock of \$50,000, has been incorporated, and has placed an order with the J. F. Hickey Motor Car Co. for equipment, including three 3½-ton, double reduction gear, heavy duty White trucks, which are to be delivered before Jan. 1.

The present schedule provides for one truck leaving Aberdeen every morning for Tacoma. At the same time a truck will leave Tacoma for Grays Harbor. The third truck will operate between Tacoma and Seattle, making a round trip daily.

The company will have its own terminals in Tacoma and will use the Auto Freight depot in Seattle.

The incorporators are: P. W. Heritage, H. M. Delanty and T. C. Fox. Heritage has been in the transfer business several years. Fox has had long experience in the express business and Delanty is manager of the Grays Harbor Stevedore Co.

### Big Road Program for 1920

WASHINGTON, Nov. 25—The Bureau of Public Roads, Agricultural Department, reports that while expenditures during 1919 for hard-surface highways will set new records, with a total of \$138,000,000, this figure is small in comparison with the computed available total for 1920, of \$633,000,000, the spending of which promises to be dependent chiefly on the quantity of materials that the present railway facilities can transport.

## "Distribution & Warehousing Says—"

*The Literary Digest*, of November 22, reproduced in part an article—"The Operatorless Elevator"—which appeared in the October issue of *DISTRIBUTION & WAREHOUSING*. Under the heading, "Uncle Sam's Efficient Elevators," *The Literary Digest*, in its Science and Invention department, devoted nearly one and one-eighth pages to this article, which told in detail how the Government operated during the war, at its army base in Brooklyn, ninety operatorless elevators, of 10,000 pounds capacity each, controlled by a single man-operator for each group of seven to ten elevators. The operatorless elevator is adaptable to commercial warehouses.

### Canton Gets Large Storage Warehouse

CANTON, O., Nov. 8—One million cubic feet of additional storage space is to be provided here by the erection of the proposed addition to the Cummins Storage & Transfer Co.

The new building will adjoin the Wheeling and Lake Erie freight depot. Construction of the first floor will begin immediately. The plans provide for one of the largest and most completely equipped plants in the state of Ohio. The building, a two story structure, will include a triple arched driveway in front, over which will be the office.

A large part of the first and second floors will be constructed for the safe keeping of merchandise affected by dampness. The basement and rear of the first floor are concrete, the latter of unusually heavy construction for the storage of machinery and other heavy merchandise.

A complete standard conveyor system permits the unloading of a car in two hours.

## STORAGE FACILITIES CROWDED IN DENVER

Car and Coal Shortage the Chief Problems of Colorado Warehousemen

DENVER, Nov. 18 — Potatoes and sugar have shown the strongest movement at Denver's leading merchandise warehouses during the past month, while vegetables, eggs and fruits have headed the list at the cold storage warehouses.

The cold storage business, incidentally, is growing rapidly here, with expanded distribution and greatly increased in-transit storage making a heavy demand upon Denver cold storage concerns. This demand is expected to result in the building of considerable additional storage space within the next year.

Warehouses in general are reported averaging between ninety and ninety-five per cent full, with cold storage and household goods space in a little stronger demand than regular merchandise space.

Car shortage, coal shortage, annoying delays and restless, shifting labor conditions comprise the chief problems for the month. But none of these have been very serious thus far, warehousemen report. They say that they are able to keep practically all their employees who have been with them a fairly long time and who have the more responsible work to do.

### To Revive Railroad Rate Departments

WASHINGTON, Nov. 22—Railroads under Federal control have been warned by the Interstate Commerce Commission to revive their rate-handling departments, because of the impending return of the properties to private operation.

The notice points out that with the return of the railroads, former regulations of the commission will be restored and each individual line will be required to prepare and file joint rates, classifications, and concurrences with other carriers.

The Senate bill restoring pre-war rate making powers to the Interstate Commerce commission was vetoed by President Wilson, who held that the authority of the Railroad Administration over rates, schedules and classifications was necessary at the present time to enable it to promptly meet operating emergencies.

### Twin City Warehouse Opens.

MINNESOTA TRANSFER, Minn., Nov. 8—The Central Warehouse Co. has recently added a building 150 x 500, divided into units of 100 x 50, which is being leased to distributors and manufacturers. Two additional buildings for manufacturers are contemplated.

The company also maintains a joint L. C. L. freight station for all lines entering the Twin Cities and makes shipments via any of them without the necessity of carting to freight houses. In addition to the other facilities the Central company is in the position to furnish transportation equipment on short notice.



## PLUNKETT ADVOCATES ADEQUATE WATERWAY

### Establishment of Naval Base at Charleston Also Urged at Convention

CHARLESTON, Nov. 18—An adequate inland waterway from Maine to Florida, and the establishment of a naval base at Charleston were advocated by Admiral C. P. Plunkett and other speakers at the Twelfth Annual Atlantic Deeper Waterways Association convention held here recently.

The New Jersey ship canal project, from the Delaware river to Raritan Bay, was the theme of several speakers from that state, including Mayor Charles P. Gillen, of Newark, who is ardently working for the deepening of the waterways near Newark so that that city may become a part of the great New York bay shipping industry. Mayor Gillen requested the support of the association for the Newark project and for the ship canal across the state.

The necessity for improved methods of transportation, improved facilities at the ports of the country and the development of highways to commercial centers was stressed by George S. Webster, director of the department of wharves, docks and ferries, of Philadelphia.

Atlantic City was chosen as the convention city for 1920.

### Torredoes Damage Warehouse

MARTINEZ, Cal., Nov. 5—Damage to warehouses along the river here has resulted from torredoes in the water.

For the first time in the history of the river the presence of torredoes has been noticed and the condition is becoming alarming. In Port Costa divers are examining the piling under the warehouses to ascertain whether the big structures are safe. At first it was feared that the damage might be great enough to cause the abandonment of some of the warehouses, but this later was deemed unnecessary.

The torredoes have been discovered in Port Costa, Vallejo, Crockett and Benicia.

### Moving Day Sets New

#### Records in St. Louis

ST. LOUIS, Nov. 15—With more families moving from one section of the city to another than at any other time, St. Louis is confronted with a shortage of moving vehicles that threatens to change the plans of hundreds of families. Every transfer company in the city is swamped with requests for vans, the demand being greatly in excess of the supply.

According to the heads of various transfer companies, a new record is being established for the number of families moved in one day. October 1, always regarded as "moving day," broke all records.

The return of soldiers and a readjustment of conditions brought about by the war are among the principal reasons for the increase.

L. J. Withrow, president of the Acme storage & Moving Co., and president of the Association of Storage & Moving Men, estimated that 190 automobile trucks, 200 horse-team vans and 1200 men were engaged in moving household goods.

The majority of the companies charge according to the length of time required to move a family. The charge of a truck, driver and helper is \$4 an hour, with 50 cents an hour for each additional helper. The charge a year ago was \$3 an hour.

Then there are "other charges." If one desires to move on Sunday, holidays or after 6 o'clock, the cost is 50 cents additional. If one moves to the country or to any remote section of the city the cost is 25 per cent more. If the householder has a piano to be moved, an extra charge of \$5 is assessed. If the piano goes higher than the first floor, an additional charge of \$1 a floor is made. If a packer or helper is needed in the house to prepare for the coming of the vans, the cost is \$1.10 an hour.

The furniture storage houses, according to the reports they give, are doing about their average November business. Their occupied space is all the way from 65 to 70 per cent and this space is being filled up gradually. The lack of houses is keeping many people from going to housekeeping and they are putting their household effects in storage until they can find houses to occupy.

### Minnesota Cold Storage

MINNEAPOLIS, Nov. 10—Inspection of cold storage plants in Minnesota by the State Department of Agriculture has resulted in granting every license applied for under the law enacted by the last Legislature. N. J. Homberg, Commissioner of Agriculture, announced to-day that all cold storage warehouse owners have complied with the terms of the new act.

The first license granted under this legislation went to the Minneapolis Cold Storage Company.

### Warehousemen Hold Interstate Meeting

COLUMBUS, O., Nov. 12—Uniform systems of accounting and many other means of increasing the efficiency of warehouse service were discussed at the Fourteenth Annual meeting of the Interstate Warehousemen's Association here recently.

Charles S. Turner, of Toledo, was re-elected president and W. E. Hague, of the Columbus Terminal Warehouse Co., secretary and treasurer. Selection of the place in which the next meeting will be held was deferred. It will be selected by a mail vote thirty to sixty days before the actual time of holding.

### Warehouse License Imposed

WILLOWS, Cal., Nov. 3—The Board of Supervisors of Glenn County, Cal., has passed an ordinance providing that warehouses outside of cities and towns must pay a yearly license of one cent a square yard of floor space.

## RATES TO SOUTHERN PORTS DROP DEC. 1

### Congestion of Foreign Freight in New York Will Be Relieved By Diversion

NEW YORK, Feb. 29—Much of the congestion of foreign freight in this port is expected to be relieved through the readjustment of export freight rates to southern ports as announced recently at the general offices of the Southern railroad. The new rates become effective to South Atlantic ports Dec. 1, and to Gulf ports Dec. 31.

In effect, the new tariffs will grant the same rates to Southern ports as those enjoyed by New York from territory north of the Ohio River from the Ohio-Pennsylvania state line to the Mississippi river. Port interests here concurred in the changes when first proposed in July last and they were approved by the Railroad administration.

Aside from relieving congestion here the new rates are expected to expedite shipments to Latin America, Asia and Europe. It will also make possible, it is claimed, for the United States Shipping Board to allocate more of its vessels to South Atlantic and Gulf ports. These ships, the announcement read, largely have been assigned to routes out of New York because of the necessity of removing the great concentration of export matter there. The concentration was due to the previous differential rates.

Business and commercial interests which long have sought the change include the Mississippi Valley Association, the New Orleans Association of Commerce, Mobile Chamber of Commerce, commercial organizations of South Atlantic ports, South Atlantic Maritime Corporation, and the Midwest Southern Ports Committee. The latter embraces commercial organizations of Gulf and Atlantic ports and principal cities of the Mississippi Valley, including such cities as Chicago, Cincinnati, Kansas City, St. Louis, and Minneapolis.

### New Philadelphia Body

PHILADELPHIA, Pa., Nov. 12—A local association of warehousing interests has been organized in this city, with Mr. J. B. S. Rex, of Rex & Co., as president.

### Motor Express Tariffs

ST. LOUIS, Mo., Nov. 18—The Interurban Motor Express Company, organized for distribution service along seven routes within a radius of forty miles of this city has issued what is said to be the first freight tariff and classification ever issued by a motor express line. The company enters the field partly to supplement railway transportation and claims the tariffs it has fixed are from 40 to 80 per cent. lower than the scale of rates recently inaugurated by State authorities.

## URGES FARMERS TO BUILD WAREHOUSES

### Commissioner Appeals to Cotton Growers to Provide Ade- quate Storage Facilities

COLUMBIA, S. C., Nov. 6—W. G. Smith, state warehouse commissioner, has appealed to the cotton growers to build their own warehouses and thus meet the great storage demand that has reached the highest point in the history of the industry in this section.

Where the cotton farmer is not able to build a warehouse himself, the commissioner urges him to get together with his neighbors to build community warehouses. He points out that the farmers who become stockholders in such enterprises could store their cotton and also help in the storage of the products of the smaller operators.

In his appeal to the cotton growers Commissioner Smith writes:

"There has never been a greater demand for warehouses over this state and the entire South than there has been for the past three years. The farmers of the South are beginning to realize the necessity of storing their cotton and keeping it off the market. The farmers have awakened to the fact that they can not throw their entire cotton crop on the market in eight or ten weeks, and realize a fair price for their commodity. What does good prices mean to the South? It means prosperity to all classes, good roads throughout the entire South, good schools in the rural districts as well as in the cities. We will see a back to the farm movement instead of all the farmers going into the cities and towns to educate their children. We will find modern school and church buildings, nice comfortable farm houses and barns, where in the past the rural districts have been abandoned.

"To control the marketing of cotton, the farmers must organize and keep enough cotton off the market, in order that the market will not be overstocked in the first part of the marketing season. The American Cotton association is a wonderful association, but it must be backed up with a chain of warehouses to make it effective. The state warehouse system is the most economical to the farmer. They can use their warehouses for more purposes than storing of cotton, as have already been described in this article.

"What worries most of the farmers is 'how can I get into the state warehouse system?' After you have your warehouse complete, you have only to apply to the state warehouse commissioner, Columbia, S. C. He will lease your warehouse for the nominal sum of \$1 per year and issue to the owner or owners a license to operate it for a year, as a unit in the state warehouse system, on payment of a license fee of \$2 per year. After the license is issued the state warehouse commissioner designates some reliable person to act as warehouse man. This warehouse manager will be bonded by the state for the sum of \$1,000 to \$5,000, according to the size of the warehouse. The warehouse is designated by numbers as a unit in the

state system. The cotton stored in the warehouse is kept covered by insurance by the state warehouse commissioner up to market value. All it cost the manager of the warehouse in the statesystem is his actual insurance, and three cents per month storage or fractional part thereof. The manager of the warehouse issues a receipt, which is forwarded to the commissioner, the commissioner signs and returns the receipt to the manager. In turn the manager gives the receipt to the party that is storing the cotton, who may take the receipt to a local bank and draw money on his cotton, and still hold it for a better price.

"The state warehouse system has made wonderful progress in the past year. It has taken into the system 75 new warehouses, which give about 275 warehouses over the state. Our insurance this year will run into millions."

#### *The Warehouseman's Ten Commandments*

Know your business from A to Z  
And always be a busy bee

Good service you must always give  
Or your business cannot live.

Courteous you must be to all  
It brings you many a business call.

Something for nothing you cannot  
give  
Remember what it costs to live.

To profitless rates you must not  
listen  
Your enemy is ignorant competition.

Thou shalt not steal is the real  
command  
Your customers make the same de-  
mand.

To small details you must give  
thought  
It sometimes means an awful lot.  
(To your customer.)

Let co-operation be your plan  
Talk it every time you can.

Your warehouse must be spic and  
span  
Your employees also to a man.

Service first and service last  
Follow this line and your die is cast.  
—From a card circulated by  
Daniels & Anthony, Inc.,  
distributors, New York City.

### Savannah Selected for Large Warehouse

SAVANNAH, Nov. 8—Savannah has been selected as one of the eight cities where the Crown Cork & Seal Co. will erect immediately warehouses to serve as distribution points for the surrounding territory. Besides Savannah, the cities selected are Norfolk, Mobile, Fort Smith, Albany, Columbus, Evansville and Providence.

## NATION-WIDE TRAFFIC RECIPROCITY URGED

### Team and Truck Owners Associa- tion Support Bill Before Congress

ST. LOUIS, Nov. 22—The National Team and Motor Truck Owners' Association is appealing to its members in all sections of the United States to secure the support of local representatives in Congress for House Bill No. 540 and Senate Bill No. 7, which provides nationwide reciprocity for interstate motor vehicle travel.

The association has the assurance that the bills will be modified to include horse-drawn vehicles, exempting them, together with motor driven vehicles of all descriptions, from the extra taxation that is now being practiced in some communities.

The association is rendering to its members the following resolution, with the request that it be forwarded immediately to the local Congressional representative:

"Whereas, there is now pending in the Congress of the United States two proposed laws, to-wit, House Bill No. 540 and Senate Bill No. 7, which bills provide that no person personally qualified, under the laws and regulations of the state, territory or district of his residence, to use and operate a vehicle or vehicles, shall be required in any other state, territory or district to which he may go for business or pleasure, to make any additional registration or take out any additional license or tag or pay any additional tax in order to use and operate any such vehicle: and

"Whereas, the passage of the aforesaid bill is of the utmost importance to the team and truck owners of the City of—(name of city)—who are required daily to haul goods from the City of—(name of city)—over to certain points in—(name of state)—and to receive goods from certain points in—(name of state)—and bring same into the City of—(name of city):

"Now, Therefore, be it resolved that the Association of Team & Motor Truck Owners of the City of—(name of city)—hereby endorse Senate Bill No. 7 and House Bill No. 540 and hereby request the members of Congress from the State of—(name of home state)—do all they can to bring about the passage of said bills.

"Provided further, that a copy of this resolution be forwarded to the—(name of home state)—delegation in Congress. Committee.

President.

Secretary.

### New Oakland Terminal

OAKLAND, Cal., Nov. 8—As soon as dredgers finish filling in the land where the Panama Land Co. was located, the erection of a terminal here for the Southern Pacific Co. will be started.

# SEALS VS. LOCKS

## A Hint to Warehouse Owners Regarding Overhead Expenses on Lockers

**I**N these days of high cost of material, steel locks are somewhat expensive. The Bay State Storage Warehouse Company, of Springfield, Mass., has solved its lock-cost problem by installing on each of its lockers a tinplate seal fashioned in the shape of a button.

The Bay State has 800 lockers at its plant. It needed new locks. Good locks are costing anywhere from \$1.50 to \$2.50 each, depending on size and quality. To put 800 lock on its 800 lockers would have cost the Bay State from \$1,200 to \$2,000. The tinplate seals cost \$12 a thousand.

What are the advantages of using these seals? At the Bay State warehouse the situation is this:

Each seal has its own number, running from 1 to 800. Other seals are held in reserve, with numbers running from 801 to 1,000. John Smith stores goods in Locker No. 33. He is present when his goods are placed in that locker. He sees Seal No. 33 placed on Locker No. 33. He knows that a memorandum is placed in

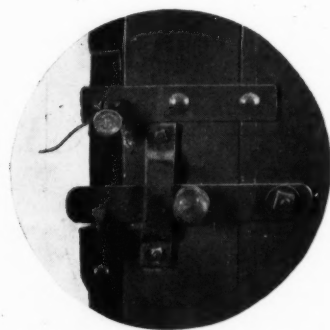
the Bay State's records that John Smith rented Locker 33 on a certain date; that Seal 33, with the name of the Bay State Storage Warehouse Company inscribed on its surface, was attached to Locker 33 on that date. When, four months later, John Smith desires to get some personal belongings from Locker 33, he knows, upon examining Seal 33, whether it has been tampered with—for no one meanwhile could have pried into Locker 33 without destroying Seal 33. John Smith has his locker closed again and watches a Bay State employee seal it with Seal 982, and he knows that the Bay State records the new number.

The contention of the Bay State warehouse executives is that if an attempt at thieving is to be made at one of its lockers a lock is not going to deter the intruder. A lock may be pried open without being destroyed, or another new lock may be affixed by the thief. With the seal system, once a seal is broken it has been destroyed, and the thief is not possessed of another seal with the same number.

These tinplate devices are one of the several seals which E. J. Brooks & Co., manufacturers of railway supplies, are placing on the market. Another seal, of a band and rivet type, will be described in a subsequent article.



One of the Bay State Warehouse lockers equipped with a tinplate seal. The seals are numbered consecutively.



Tinplate seal substituted for locks by the Bay State Storage Warehouse Company

The tinplate seal is operated with an ordinary piece of cord, or thin wire may be used. The two loose ends protruding from a knot are passed through two openings in the Seal, which is then flattened with a hand press in such a way that it is impossible for the strands to be torn away without destroying the metal of the seal. Each warehouse which receives a set of the seals finds these devices numbered consecutively, with the warehouse company's name inscribed on each seal. Each warehouse which receives a set of the seals finds these devices numbered consecutively, with the warehouse company's name inscribed on each seal. When a set of seals has been exhausted, each fresh set has consecutive numbers which begins where the number of the previous set ended.



# NATIONAL ASSOCIATION For Household Goods Men

(Continued from page 15)

AS convention time approaches, denials are being made by many of the leaders in the furniture warehouse industry that the furniture men have any intention of bringing a fight to the floor of the convention to the end that the furniture men would secede from the American Warehousemen's Association.

Among a few of the furniture warehousemen in the East the impression has been disseminated that the American Warehousemen's Association is in control of the merchandise members, and that the furniture men would obtain more benefits by an organization of their own. Such a national association probably will be organized, but the leaders in this movement declare there is room for two organizations and that the creating of a furniture men's body will not necessarily mean the withdrawal from the American Warehousemen's Association of those members who are not merchandise warehousemen. The belief expressed by these leaders is that the furniture men will continue to be affiliated with the parent body while at the same time taking a forward step through seeking memberships in a national association of furniture men.

Some of the merchandise members of the American Warehousemen's Association have been anticipating that the furniture men may come to Cincinnati determined to withdraw in a body. The furniture men generally disavow any such intention.

The furniture men meanwhile are convening at the Green Briar Hotel, at White Sulphur Springs, West Virginia, with a view to deciding definitely whether the time has come for organizing nationally. The delegates to this convention, which opens on the morning of December 5 and continues through December 9, represent the various sectional and state furniture men's association, including the Illinois, Pennsylvania, New Jersey, Texas, California, New York, Western and Southern bodies. This gathering has been called by R. J. Wood, secretary of the Illinois Furniture Warehousemen's Association. The time, December 5 to 9 inclusive, was selected so that those delegates who are members of the American Warehousemen's Association might conveniently continue on to Cincinnati to attend the convention of the parent body there.

The American Warehousemen's Association is sending delegates to the White Sulphur Springs assembly. Have they been instructed to oppose the plan to organize the furniture men nationally?

It is understood that the delegates to the White Sulphur Springs convention are not authorized to take definite action on behalf of the associations which they represent that before a national association can be formed, these delegates must report back to the individual bodies, which

individually would ratify or reject any arrangements made tentatively at White Sulphur Springs.

The program arranged by W. Lee Cotter, chairman of the household goods sub-division, for the convention sessions of that branch of the industry, embraces a multiplicity of subjects. This sub-division will convene at 10 A. M. on Thursday, December 11, and after reports by Mr. Cotter and A. F. Porter, secretary, and by William T. Bostwick of the committee on standardized basis for rates and accounting, the program will continue as follows:

## Program of Household Goods Session

Discussion on rates and State utilities commissions, led by Martin H. Kennelley; discussion on valuation and storage rates, led by Walter C. Reid; discussion on the Pittsburgh central bureau, led by Chester B. Carruth; report of the committee on economics in packing and shipping household goods, by Walter C. Reid; discussion on present and future classification of household goods for shipment, led by F. L. Bateman; discussion on whether it is practical for warehousemen to make pool cars of household goods where such service is not offered by forwarding companies, led by D. W. Bowes; discussion on war tax on shipments direct to corresponding warehousemen, led by Buell G. Miller; discussion on embargoes, led by H. S. Knox; discussion on "How May We Establish a Standard Furniture Warehouse?" led by John Bekins; discussion on whether warehouse construction is advisable under the present conditions, led by C. A. Aspinwall; report of the membership committee by James F. Keenan, and discussion of association betterment; report of nominating committee, by William H. LeMoyné; discussion of how best to increase employees' loyalty, led by S. C. Blackburn; discussion of "At What Rates Are Long Distance Motor Truck Removals Profitable to Warehousemen?" led by T. A. Jackson; address in insurance, by Walter C. Gilbert; discussion of "A Just License Fee for Motor Trucks"; address on the prohibition amendment and warehousing, by C. A. Aspinwall, and discussions of various other subjects.

At the meeting of the cold storage sub-division on December 11 it is expected that resolutions of some character will be presented opposing enactment by Congress of the proposed cold storage act.

If this legislation becomes effective it will, in the opinion of many cold storage men, be a death blow to the nation's poultry industry.

Opposition to the act was discussed in detail in the November issue of DISTRIBUTION & WAREHOUSING.

# SNAKES AND LOVE LETTERS

## *The Warehouse Industry Viewed From a New Angle*

THE average man does not give thought to the fact that romance, tragedy, humor and pathos are experienced constantly in the business activities of the storage warehouse owner. Merle Crowell, in an entertaining article in the December issue of the American Magazine, gives the results of an interview he held with Walter C. Reid, vice-president of the Lincoln Safe Deposit Co. of New York—one of the largest furniture warehouses in the metropolitan district—and a member of the board of directors of the New York Furniture Warehousemen's Association.

"The four walls of a storage warehouse don't look like much of a sheltering place for sentiment," Mr. Crowell quotes Mr. Reid as saying, "but, none the less, sentiment is really the cornerstone of our business. What would we do if it wasn't for the wish of folks to keep possession of those old-fashioned pictures in their chipped antique frames, the high chair on which Baby liked to beat with his spoon before he grew up and went away, the massive furniture that used to fill the old parlor, the yellowing stack of love letters written by the wealthy business man in the hey-day of his youth, and all those other momentos and keepsakes hallowed by past associations."

### **Keepsakes, Love Letters, Etc.**

Mr. Reid says the storage warehouseman likes to cater to sentiment by preserving pictures, letters keepsakes and the like as long as possible, explaining:

"They have no sale value, of course, and in the end we have to destroy them. On one occasion a marriage certificate was found among a lot of papers held without payment. Two or three days after the things were burned, the woman who had stored them came to the office in great grief. Her husband's conduct had been causing her a lot of worry, and she had laid out a plan which she felt would keep the home from being broken up. Her face went white when she was told, as gently as possible, that she had come too late.

"A queer case came up one day when we were ordered by an irate wife to remove all the furniture from an apartment except a bed on which friend husband was stretched out in blissful unconsciousness—recovering from a night of revelry."

Mr. Reid tells of a woman whose son had been lost at sea and who rents a room in a New York warehouse: "Once a year—I presume it is on the anniversary of her son's death—she spends an entire day alone in that room. When night begins to shut down she will come out, white-faced and staring straight ahead, and not

one in the warehouse sees her until the following year."

Another instance of sentiment related by Mr. Reid is associated with a woman in Virginia whose son died in Texas. This mother keeps a tombstone in storage in a Virginia warehouse, where she decorates the stone with wreaths several times a year."

### **Odd Things Stored in Warehouses**

Asked by Mr. Crowell regarding odd things stored in warehouses, Mr. Reid replies:

"I've stored everything from vanilla beans to amberoid; from Chippendale chairs and Florentine frames to those black and white German badger skins from which shaving brushes are made. They get the landmarks of life's whole span—the baby's rattle, the man's marriage license, and the relics left by the septuagenarian when he passes to the Great Beyond. I know of one New Yorker who kept the ashes of his dead wife in a silver vault. We are entrusted with everything from baptismal certificates to green goods outfits. I remember one well-known clergyman who used to keep two trunks of sermons in storage with us. Every once in a while he would come to the warehouse, open up the trunks and extract therefrom several sermons. We supposed that he revamped these and used them again. Evidently he did an excellent job at it, for his sermons were never stale."

Mr. Reid tells of storing such "goods" as an educated pig and rattlesnakes. A Texas warehouseman was reluctant to accept the snakes until finally the owner said: "Let's put 'em in cold storage. They'll think it's winter and go right to sleep."

Mr. Reid records that the snakes were thus placed in storage and slept while arrangements were being made by the owner for their sale.

### **Damage Claims Worry Warehousemen**

Damage claims cause more worry to warehousemen than any other one thing, according to Mr. Reid, who says:

"The furniture warehouseman is a magician. The mover drops a barrel of crockery and presto—he picks up a barrel of peculiarly precious china. He scratches a desk that cost six dollars and seventy-five cents and forthwith it becomes a hundred-dollar escritoire. He smashes a round in one of the kitchen chairs, and, low and behold, he has ruined a priceless piece of mahogany furniture."

Mr. Reid remarks that "Noah founded the Ancient and Honorable Order of Warehousemen" when he took in the animals for storage during the flood season.

# WAREHOUSING NEWS

*Contributions Solicited*

**The Berger Manufacturing Co.**, Philadelphia, is erecting a 136x200 ft. addition to its warehouse at Sixteenth street and Washington avenue.

**J. R. Rigby**, Porterville, Cal., is erecting another warehouse along the Southern-Pacific railroad which will be used for storage of grain. When this building is completed Rigby will have three warehouses in Porterville.

**The Independent Warehouse Corp.**, of New York, has leased a seven-story building at 38 to 44 Laight street, containing 72,000 sq. ft. of floor space, from the Bowling Green Warehouse Corp.

**Smith Storage & Transfer Co.**, Washington, has under way at 1307 U street, a six-story warehouse which they will soon occupy. Departing from usual warehouse structural designs, the new building will follow the Spanish mission style. The cost is estimated at \$140,000.

**J. A. Maxwell & Co.**, Pittsburg, have a nine-story warehouse under construction at Sandusky and Isabella streets, which will cost \$162,000.

**Samuel W. Traylor**, Allentown, Pa., will include a warehouse among the buildings to be erected here for the manufacture of motor trucks and tractors.

**L. A. Norris**, San Francisco, will erect a one-story, class B warehouse on Townsend street which will cost \$40,000.

**The Bridgeport Realty Co.**, Bridgeport, Ala., has purchased the De Loach building and will convert it into a warehouse for grain, cotton and other products.

**M. Potash**, Philadelphia, will erect a large warehouse on a site at Swanson and Wolf streets, which he recently bought. The tract covers 2,764 acres.

**Gross Kelly & Co.**, East Las Vegas, N. M., has completed a concrete warehouse. The new building is equipped with chutes which lead from the unloading platform to the warehouse basement to facilitate the unloading of freight cars. The warehouse will have a capacity of 75 carloads.

**Ernest C. Hinck**, Montclair, N. J., will erect a six-story fireproof warehouse. A feature will be the construction of a railroad siding directly into it, with elevator service capable of lifting freight cars to any floor. The entire basement will be used for cold storage. The estimated cost of the project is \$260,000.

**T. J. Horrigan's Storage Warehouse**, Meriden, Conn., will build a large concrete block addition to the rear of its present building. It will contain 3,790 sq. ft. of floor space. The building will have separate stalls for storage purposes.

**W. T. Collins Transfer Co.**, New Al-

bany, Ind., has purchased ground 50x120 ft. and will construct a three-story fireproof warehouse at a cost of about \$10,000. Large elevators will be installed. The company will carry on a distributing business for manufacturers.

**A. I. Burger**, Sacramento, has become sole owner of the business operated by the Liberty Transfer & Storage Co. A fleet of especially designed White trucks has been added to the equipment.

**Southwest Transfer & Storage Co.**, Oklahoma City, Okla., will erect a warehouse, 60x140 ft., of reinforced concrete and fireproof construction, to be used for the storage of general merchandise, household goods, rug room and a fireproof vault for valuables. The cost will be \$200,000.

**Johnstown Business Organization**, Johnstown, Pa., will erect a five-story public warehouse with sidings on the Pennsylvania Railroad. This will enable manufacturers to carry surplus stock on hand in Johnstown for quick delivery to Johnstown merchants, and will permit local merchants to buy in larger quantities and have storage space at a reasonable figure. The organization has been incorporated with a capital stock of \$450,000.

**Fairbanks Co.**, Rome Ga., will expend \$100,000 to increase its facilities for the manufacture of trucks and similar products. The additions will include a one-story brick and concrete building, to be equipped with metal working machinery.

**Butler Bros.**, Houston, Tex., has begun construction of a two-story, 150x250 sq. ft., reinforced concrete warehouse. It will contain 120,000 sq. ft. of floor space and will cost about \$275,000.

**Hollywood Auto Transfer Co.**, Hollywood, Cal., has purchased three lots and will begin construction on a concrete fireproof storage building, 65x75 ft., to cost approximately \$45,000. The structure will contain 100 individual rooms.

**Fireproof Storage & Transfer Co.**, Lansing, Mich., successors to the Rector Transfer Co., has begun construction of a new fireproof merchandise storage plant.

**Loose-Wiles Biscuit Co.**, Savannah, will erect a one-story structure of nearly 10,000 sq. ft., to cost about \$40,000.

**Emerson Truck & Storage Co.**, Battle Creek, Mich., is building a fireproof addition to the present plant; this will double the present capacity.

**Security Warehousing & Distributing Co., Inc.**, San Jose, Cal., will construct a modern cold storage plant and also a general warehouse. The buildings will be of brick and concrete construction. The cold storage plant will contain a modern refrigerating plant, with 15 to

20 rooms. Three systems of refrigeration will be installed—direct expansion, brine and cold air. The general warehouse will be of two stories, divided into several rooms. The lower floors will be used principally for heavy merchandise and the upper floors for bulky articles. There will be a special room for automobile storage and rooms for household goods, with private lockers. The buildings will cost in the neighborhood of \$500,000.

**Southern Bonded Warehouse Corp.**, Petersburg, Va., will construct a seven-story steel and fireproof concrete storage building near its present location. The building will contain 80,000 sq. ft. of floor space. The estimated cost is \$75,000.

**F. R. Palmateer**, Los Angeles, formerly connected with the Bekins Van & Storage Co., has purchased the Fidelity Storage & Moving Co., situated at 1836 Arapahoe street.

**W. T. Collins & Son**, New Albany, Ind., announce the opening of their new transfer and storage warehouse at 510-512 Pearl street.

**Charles Rector**, Portland, Ore., has purchased the Atlas Transfer & Storage Co., and added two trucks to his fleet.

**D. E. Carroll & Co.**, Waterbury, Conn., will erect a four-story warehouse on the site of the old Westlawn residence on West Main street. Present plans are for a brick, steel and concrete structure, 80x90 ft.

**Thomas F. Martin**, Brooklyn, N. Y., will build a five-story warehouse at Bedford avenue and Malbone street. Additional stories will be added when business demands.

**Riverside Storage & Cartage Co.**, Detroit, will occupy about Jan. 1, its new six-story warehouse at Grand River and Edmonton avenues.

**Lawrence Warehouse Co.**, Oakland, Cal., has opened its new warehouse on Twenty-second avenue, and it is reported rapidly filling up with consignments of canned goods. Additional stories may be built on the structure in the spring.

**Joseph Bancroft Sons' Co.**, Reading, Pa., will erect a three-story warehouse on Cotton street as an addition to its cotton mills. It will be 60x180 ft., and cost \$50,000.

**York Engineering & Supply Co.**, Houston, Texas, will erect a warehouse on Texas avenue costing approximately \$42,000.



**Southern Bonded Warehouse Corp.**, Petersburg, Va., will erect a new warehouse of steel and concrete construction, to obtain 80,000 sq. ft. of space, seven floors, and all fireproof construction.

**United Wholesale Grocery Co.**, Worcester, Mass., is erecting a \$15,000 storehouse on property at 133 Grafton street, leased from the Boston & Albany railroad.

**Blum Shoe Manufacturing Co.**, Rochester, N. Y., is erecting a warehouse on Ossian street, adjoining the coal warehouse recently erected by Rowe & Kennedy.

**Barker Brothers**, Los Angeles, Calif., will have ready for occupancy about January 1, a four-story warehouse at Palmetto and Hewitt streets.

**The Pioneer Transfer Co.**, Portland, Ore., will occupy a \$10,000 warehouse on Saviers road, which is now under construction.

**M. A. Gunst**, San Francisco, is erecting a \$75,000 warehouse, one and a half stories, at Brannan and Third streets.

**J. L. and Agnes Kierman**, Turlock, Cal., are planning the erection of a grain, hay and feed warehouse in conjunction with other buildings.

**L. A. Norris**, San Francisco, is erecting a one-story, class B warehouse on Townsend street, which will cost \$40,000. The area is 60x250 ft.

**The Caswell Coffee Warehouse**, on Second street, San Francisco, recently destroyed by fire, will be rebuilt at a cost of \$20,000.

**The Nemours Trading Corp.**, an off-spring of the Du Point interests, opened its San Francisco office and warehouse at 32 Battery street, Nov. 1. The warehouse contains 7,200 sq. ft.

**The New England Warehouse Co.**, will soon occupy its new warehouse in North Adams, Mass.

#### HOUSEHOLD GOODS

**Lackmann Furniture Co.**, San Francisco, will erect a six-story warehouse 50x105 ft. on Capp street, at a cost of \$60,000.

**William Holman**, Fond Du Lac, Wis., will erect a warehouse on West Senod street, for the storage of new furniture and stoves. It will be three stories high and 40x100 ft. Construction will start in the spring.

**William Stacey Storage Co.**, Cincinnati, is planning to construct an addition to its warehouse on the west side of Gilbert avenue, immediately south of the present plant. This addition is made necessary by the increased volume of business offered, and will cost approximately \$100,000.00.

**L. Ginsberg & Sons**, Des Moines, have leased the three-story building at 316-322 Walnut street, and will use it as a warehouse and for finishing and repairing furniture. Possession will be taken Dec. 1.

**The Inter-State Forwarding Co.**, has moved into the Parlin & Orendorff building, where it will employ the 120,000 sq. ft. of floor space for the storage of household goods and merchandise. The company's lease on its new quarters is for ten years.

#### TRANSPORTATION.

**Ferguson Transfer Co.**, Marshfield, Ore., is erecting a 30x50 ft. extension to the warehouse at Broad and Front streets, and two Maxwell trucks have been added to its delivery fleet.

**George La Fontaine**, Portland, Ore., has purchased the interest of C. V. Kennedy in the Baggage Transfer & Express Co., thereby becoming sole owner of the business.

**George W. Lefferts & Co.**, Philadelphia, will erect a four-story warehouse 57x65 ft., at Third and Pierce streets.

**U. C. Express & Storage Co.**, Berkeley Cal., will lease for twenty years the new building under construction on Berkeley way, for its warehouse and offices. The new building will be three stories and will cost \$60,000.

**Star Warehouse Co.**, Shelbyville, Ky., has incorporated with a capital of \$75,000. The incorporators are C. L. Walters, D. T. Long and A. C. McMakin.

**The Lancaster Warehouse Co.**, Lancaster, O., is formed with a capital of \$5,000, the incorporators being S. B. Sanders, W. F. Champ and W. R. Cook.

**Toledo Distributing & Forwarding Co.**, Toledo, O., has been incorporated with a capital of \$15,000. F. E. Dunham is president, and J. O. Fowler, treasurer. The company has a warehouse at Tecumseh and Erie streets.

**Dillon & Ralston, Inc.**, New York, has been incorporated with a capital of \$100,000 to conduct a general forwarding business. The incorporators are E. J. Dillon, W. J. Ralston and H. A. Rogers.

**Charles E. Griffin Co., Inc.**, New York, has been incorporated with a capital of \$200,000 to carry on a business as commission merchants, freight and forwarding agents. The incorporators are C. E. Griffin, M. F. Griffin and R. L. Wensley.

**The Arnold Truck Service**, Salem, Ore., has been incorporated by Arthur Arnold, O. L. Dickel and A. F. Watkins, all of Portland. The capital stock is \$10,000.

**Union Transfer & Storage Co.**, Cincinnati, has been incorporated with \$10,000. The incorporators are Nathan Shapiro and Saul Apler.

**Detroit Terminal Warehouse**, Seattle, has been incorporated with \$10,000 capital, to do a general warehousing, cold storage, express and trucking business. The incorporators are Leo J. Rodgers, Ernest R. Olsen and Frank R. Austin.

## Distribution Through a Chain of Warehouses

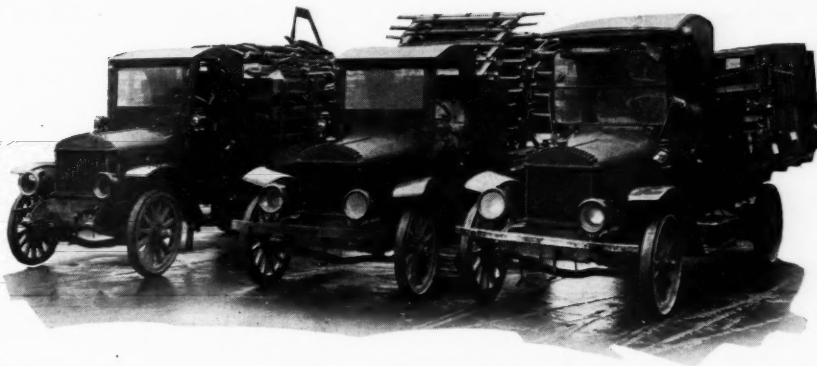
(Continued from page 24)

receipt, notice of the transaction will be sent forward by the warehouse to the corporation's chief offices in New York. The fruit grower's agent in New York may then negotiate a loan for which the fruit in storage on the Pacific Coast will serve as the security. This loan will enable the grower to finance distribution to the East. Meanwhile, the moment the fruit has arrived at the warehouse platform on the Pacific Coast it is automatically insured if the grower so wishes. This insurance protects the goods not only while in storage but throughout the journey to the Atlantic seaboard.

Again, an exporter in a foreign country will be able to arrange for warehouse facilities at an American port by consulting abroad an agent for the financial interests behind the corporation. When the goods reach America

and enter storage they are automatically insured at the foreign exporter's option, and this insurance remains in force until the products arrive at ultimate destination.

Eight warehouses within the New York metropolitan district have thus far been acquired and negotiations are under way for taking over others at Norfolk, Boston, Providence, New Orleans, Baltimore, Savannah, Memphis and other cities. All these plants are convenient to railroad terminals, and those at ports are within the free lighterage limits, thus tending to minimize distribution expenses. Some of the warehouses are to be bonded and others free, the organizers plan, and all will be of fireproof construction and equipped with modern labor-saving devices.



## Stewarts help make transfer business hum

Many a transfer and carting firm that hesitated about buying a truck, found that its first Stewart not only paid for itself, but brought in new business besides.

Stewarts perform their work quickly and economically, keep running and save many dollars for their owners.

\$200 to \$300 is saved to begin with on the purchase price, for Stewarts' simplified design does away with hundreds of needless parts that add nothing to strength or durability. This is a big advantage. It means—

### The truth—

*Less dead weight  
Less gas and oil  
Less wear on tires  
Less time out for repairs  
Less wear and tear from  
poor operation*

### The proof—

Your letter of Oct. 1st making inquiry to us what we think of our Stewart trucks, will state that we think they are very economical to use, and are giving us good service and will further state that as long as we get the service we are getting from the Stewart people through the A. S. Hatcher Co. we will continue to add Stewart trucks to our little fleet of five we are now using.

MACON TRANSFER CO.

By Walter S. Herin  
Macon, Ga.

$\frac{3}{4}$ ton	1 ton	$1\frac{1}{2}$ ton	2 ton	$3\frac{1}{2}$ ton
\$1195	\$1650	\$1975	\$2575	\$3500

F. O. B. BUFFALO

Thousands of Stewarts are giving exceptional service in over 600 American cities, on hundreds of farms and in 27 foreign countries.

# Stewart

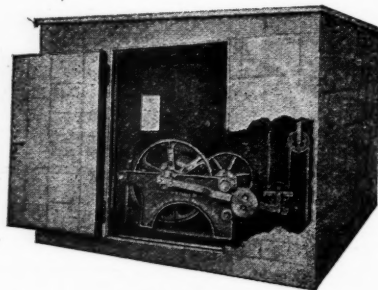
## MOTOR TRUCKS

Stewart Motor Corporation "Write for free Booklet 'How to choose a Motor Truck'" Buffalo, N. Y.

## Many of the Largest Terminals and Storage Warehouses, Docks and Mills in the United States Have From One to Fifty or More of Our Whips.

### In Use at—

Terminal Warehouse Co., Prov., R. I.  
National Dock & Storage Co., East Boston, Mass.  
New York Dock Co., Brooklyn, N. Y.  
Crimmins & Peirce, Boston, Mass.  
New Bedford Storage Warehouse Co., New Bedford, Mass.  
Borden Condensed Milk Co., New York City.  
Eddystone Mfg Co., Philadelphia, Pa.  
Jamestown Worsted Mills, Jamestown, N. Y.  
Wuskanut Mills, Farnumsville, Mass.  
New York Central R. R. Hay Depots, 33rd St. and 11th Ave., New York City.  
Palmer Docks, Brooklyn, N. Y.  
Railway Supply & Manufacturing Co., Cincinnati, Ohio  
S. Silberman & Sons, Chicago, Ill.  
Utica Steam and Mohawk Valley Cotton Mills Co., Utica, N. Y.  
Canada, Atlantic & Plant Steamship Co., Boston, Mass.



Size No. 15

1500 lb. Whip in Pent House of  
The Charles River Stores  
Beverly Street, Boston, Mass.

## VOLNEY W. MASON & CO.

INC.

ESTABLISHED 1860  
INCORPORATED 1902  
TELEPHONE GASPEE 1211

PROVIDENCE, R. I., U. S. A.

### PATENT WHIP HOISTS

For Mills, Docks, Cotton and  
Woolen Warehouses, Etc.

EXPRESS SERVICE  
200-400 feet per minute

SEVERAL THOUSAND IN USE.

FRICTION PULLEYS  
AND CLUTCHES

## ONE OPERATING ROPE CONTROLS—HOISTS, LOWERS AND HOLDS THE LOAD FOR OUTRIGGER AND HATCHWAY SERVICE

Our Whips probably handle 75% or more of the wool taken in and out of the Warehouses of Boston, Mass.

Engineers and Architects make special recommendation of, as well as specifying them in their plans.

Their special value is in handling baled Wool, Cotton, Hay, Barrels, and cased merchandise.

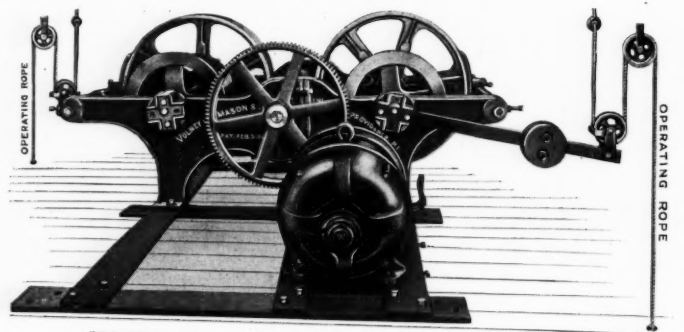
Whips are used as auxiliary and express service to elevators.

In many Warehouses they will undoubtedly quickly earn their cost.

By seeing our whips at work and noting the speed, you will quickly figure their saving in time, labor, power and cost, also the simplicity of these machines, and their upkeep and maintenance amount to practically nothing, and no doubt any of our various customers will confirm this.

Will you stop to think of this matter?

Their value and utility and we will be very glad to hear from you.



No. 25 Double Whip

1500 lbs. capacity on each of the drums 18" dia. x 14" face. Motor, 20 H. P.  
Designed to save space, and hoists from both sides of the building.

N. Y. C. & H. R. R. Co., Hay depots, 33rd St. and 11th Ave., N. Y., installed sixty-one of our whips (vertical type) in 1888 which are all in operation at the present time.

Many a big concern loses a large percentage of its profit by not being familiar with existing facilities for handling commodities in and out of the warehouse.

### IN USE AT

Terminal Wharf and R. R. Warehouse, Charlestown Dist., Boston, Mass. Have eighteen double whips as shown. See this advertisement on page 56 of this issue.

Six installed in 1909, six in 1910, six in 1913.

N. Y. Dock Co., Brooklyn, N. Y.  
(1) Terminal Warehouse Co., Providence, R. I. (6)

National Dock & Storage Co., East Boston, Mass. (1)

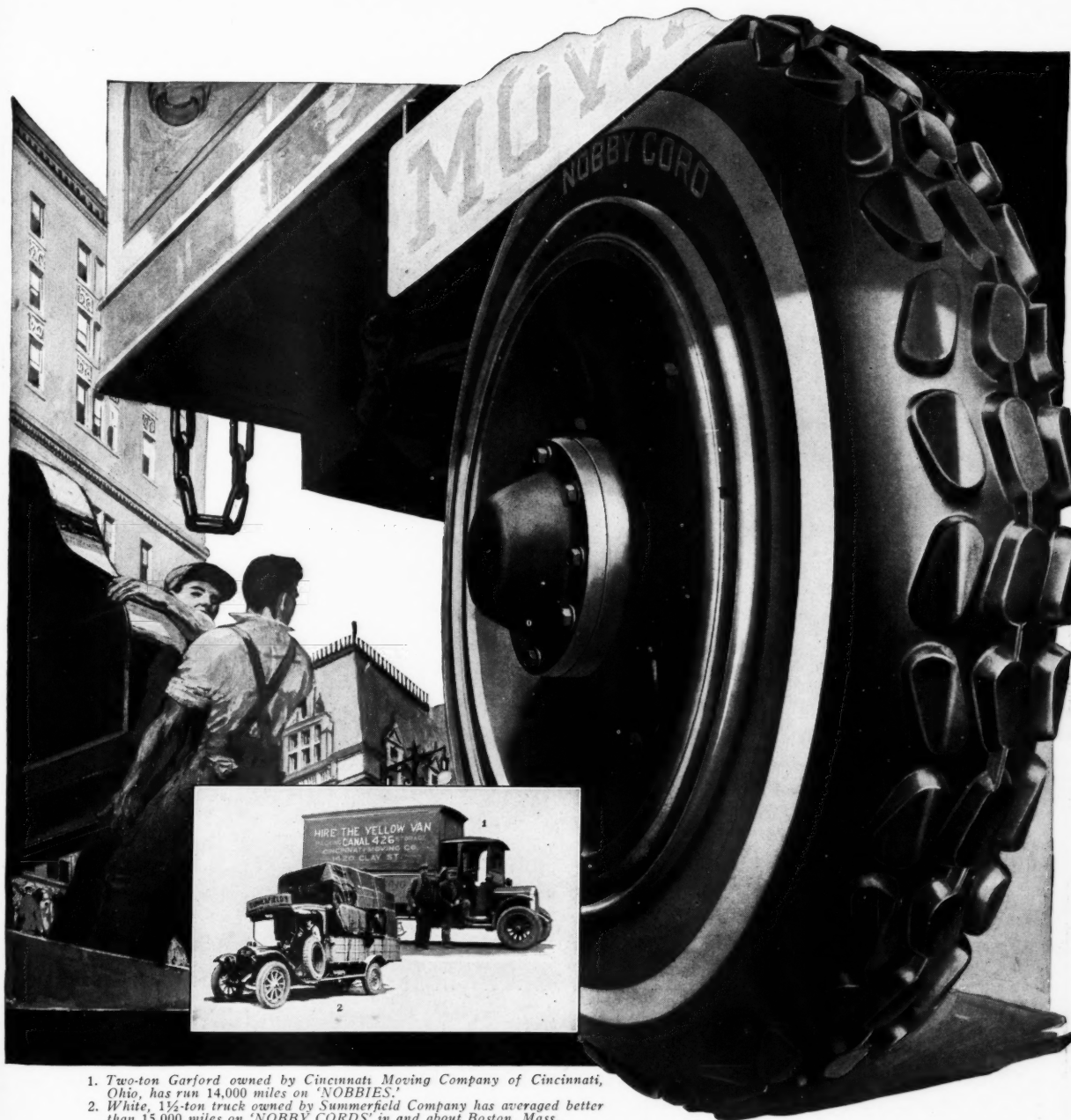
Quincy Market Storage and Warehouse Co., Boston, Mass., have at Charles River stores six 1500 lb. single whips and several at their other warehouses.

## VOLNEY W. MASON & CO., Inc.

D. P. KAERCHER ELECTRICIAN and ENGINEER  
76 Summer Street, Boston, Mass.  
Representative for Boston and Vicinity

PROVIDENCE, R. I.





1. Two-ton Garford owned by Cincinnati Moving Company of Cincinnati, Ohio, has run 14,000 miles on 'NOBBIES.'
2. White, 1½-ton truck owned by Summerfield Company has averaged better than 15,000 miles on 'NOBBY CORDS' in and about Boston, Mass.

**N**OTHING has done more to increase the popularity of 'NOBBY CORDS' than the downright effectiveness of general hauling.

The moving van industry—sold forever on 'NOBBY CORD' cushioning power, plus economy, have forwarded these compliments—"The Cincinnati Moving Company's two-ton Garford is riding on the original air of a year ago. These tires have no less than 14,000 miles to their credit and have reduced our upkeep 30%."

Quoting the Summerfield Company—" 'NOBBIES' on our 1½ ton White have given us better than 15,000 miles and never off the rim; we recommend 'NOBBIES' to our friends." If your trade is looking for real economy in hauling, inform them that—

**'Nobby Cords' Save in Every  
Phase of Truck Operation**





Not because it is an established custom, but because of our sincere appreciation of the part you have played in our business prosperity we take this opportunity to thank you and to wish you a Merry Christmas and a Happy New Year.

**MOORES & DUNFORD**

*Warehouse Engineers*

CHICAGO

# Shippers Index

A Guide to representative Transfer and Storage  
Companies arranged by States and Towns

## PURCHASING POWER

**T**HE January Distribution & Warehousing will be more widely read and more thoughtfully analyzed than any previous issue. This will be true for several reasons.

One of these is that the change in name and the expansion of policy selected recently by this magazine has brought in new subscriptions which are representative of a broader purchasing power than has heretofore been identified with the publication and purchasing power means available capital to spend for advertised products.

Another of the reasons is that warehousemen everywhere have come to recognize this magazine as an invaluable editorial medium pledged to lend its influence in the development of the storage industry along intelligent and progressive lines.

Moreover, every manufacturer in the country who distributes commodities through warehouses will want to read in the January issue, the story of the American Warehousemen's Association convention at Cincinnati, in order that they may know what the traffic managers—who represent the manufacturers—and the warehousemen are planning for their common benefit during the period of reconstruction.

All these readers—manufacturers and warehousemen both—comprise a finer clientele than Distribution & Warehousing has ever been in a position to talk about to the industries which dispose of their products and service through steady and consistent advertising.

January will be an opportune month to tell your selling story in Distribution & Warehousing.

**You**, the warehouseman, have sold yourself on your own product—distribution service and storage—because you know absolutely that it spells efficiency and economy. Inform the distributing manufacturer of that product in the January issue.

**You**, the manufacturer of whatever the warehouseman must have to enable him to obtain that efficiency and economy, are equally convinced regarding the merit of what you have to sell. Inform the warehouseman of that product in the January issue.

January's magazine will be a bigger and better Distribution & Warehousing than any hitherto issued.

## Coming Events

### Meetings Scheduled by Leading Associations in the Industry

American Warehousemen's Ass'n.....	Hotel Gibson, Cincinnati, Ohio .....	December 10
Central Warehousemen's Club .....	Kansas City, Mo.....	December 16
Texas Transfer & Storagemen's Ass'n .....	Houston, Tex. ....	January, 1920
Massachusetts Storage Warehousemen's Ass'n. ....	Third Thursday of each month, Exchange Club. Annual Meeting .....	January, 1920
New Jersey Furniture Warehousemen's Ass'n.....	Down Town Club, Newark, N. J.....	December 17
Southern Furniture Warehousemen's Ass'n.....	Jacksonville, Fla. ....	February 10
Pennsylvania Furniture Warehousemen's & Van Owners' Ass'n .....	Annual Meeting.....	February, 1920
Transfer & Storage Men's Ass'n of Montana .....	Billings, Mont. ....	February, 1920
Northwest Transfer and Warehousemen's Ass'n.....	Seattle, Wash. ....	May, 1920
Syracuse Traffic Club .....	Syracuse, N. Y. Third Thursday of each month. Chamber of Commerce. Annual Meeting, January 15, 1920.	
Newark, N. J. Traffic Club .....	Robert Treat Hotel, Newark, N. J.....	January 5, 1920



**BIRMINGHAM, ALA.****HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

**BIRMINGHAM, ALA.****Wittichen Coal & Transfer Co.**

12 South 20th Street

Transfer and storage of household goods. Packing and  
shipping. Forwarding and distributing agents. Heavy  
Haulage, Motor Service.

BUILDING MATERIAL DEALERS

**LITTLE ROCK, ARK.****WAREHOUSING  
AND FORWARDING**Distributors of Pool Cars, Parcel Post Catalogs and  
Merchandise**TERMINAL  
WAREHOUSE COMPANY**

109 - 111 RECTOR AVENUE

All track connection

**BERKELEY, CAL.****STUDENTS  
EXPRESS & TRANSFER CO.**MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

**LOS ANGELES, CAL.****"SERVICE IN ITS FULLEST MEANING"  
SEVEN STORY STRICTLY FIREPROOF  
CONCRETE WAREHOUSE**Best of Storage Facilities.  
Your business is solicited.**F. R. PALMATEER, PROP.**

1836 Arapahoe Street

Fidelity Fireproof Storage

**LOS ANGELES, CAL.****BEST IN THE WEST****LOS ANGELES WAREHOUSE**When you Ship to California  
Remember to Ship to**BEKINS FIREPROOF STORAGE**Prompt and Intelligent Returns,  
your customers satisfiedLos Angeles  
1341 Figueroa St.Oakland  
22d & San PabloSan Francisco  
13th and Mission St.**LOS ANGELES, CAL.****Shattuck & Nimmo  
WAREHOUSE CO.****Storage and Distribution**

Of All Non-Perishable Commodities

All cars handled at our own plant. No switch-  
ing charge if cars are consigned in our care.Manufacturers and forwarders consolidating  
car loads for Pacific Coast distribution are  
assured of efficient service and prompt returns.**MEMBERS**Pacific Coast Furniture Warehousemen's Association, American  
Chain of Warehouses, National Distributing Division,  
Local Rotary Club and Chamber of Commerce



## Putting Pacific Coast Sales in the Palm of Your Hand

The salesman who can market more of your products over a bigger territory than any other one man is a jewel you are after, isn't he. Aren't you open to consider, then, the proffered aid of the biggest salesman on the Pacific Coast?

One of the greatest merchandising organizations the world has ever known, the Union Terminal Warehouse Company, Los Angeles, is offering you the services of a sales force and a warehousing system that can put your product into every channel of sale and move it faster than any other form of merchandising.

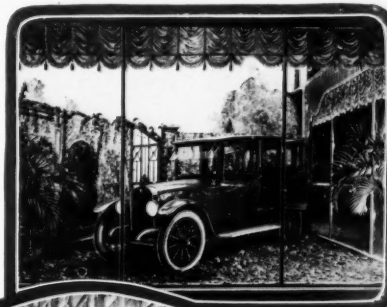
In face of this business-getting machine, a factory branch of your own is merely a toy. The possibilities Union Terminal service holds for you are unlimited. If you need a display room to add "special atmosphere" to your product, you'll find the Union Terminal plan a sales-getter.

The Union Terminal warehouses, docks, trackage, freight storing and moving facilities are the largest and best anywhere west of Chicago. But the great factor to interest you vitally is the new connecting link that brings the Union Terminal right square up to you, its sales department.

A big staff of sales specialists, schooled in the potentialities of the Pacific Coast region, works to bring you, the manufacturer, into contact with the largest number of buyers at the least possible expense. Your product meets all the jobbers, distributors and dealers—not just one or two—in minimum time.

If there's any special service a patron desires, we'll furnish that, too. Let us tell you more about Union Terminal advantages for you. Write now.

*Special showroom sells goods*



*Ample switching facilities make speed*



**Union Terminal Warehouse Company**  
Seventh & Central Avenue, Los Angeles, Calif.

### Other aids we offer you:

- We store your merchandise.
- We insure it at the lowest rate in the West.
- We look after your shipments.
- We collect your drafts and accounts.
- We distribute your samples.
- We make you reliable credit reports.
- We trace your cars and save you demurrage.
- We furnish offices for your representative's use.
- We loan you money on your warehouse receipts.
- We furnish you a special display room, if desired.
- We furnish you factory space and market your output.

*This new building adds 500,000 fire-proofed, dust-proofed square feet to the largest warehouse system west of Chicago.*



# Union Terminal Warehouse Co.

## SAN FRANCISCO, CAL.

**The Haslett Warehouse Company**

228 Pine Street, San Francisco

Will handle your interests in the Far West with excellence of service that has grown from years of experience in California territory.

**Some Haslett Helps For You**

We will store or forward your merchandise.

We offer also U. S. Customs and I. R. Bonded Storage.

Yard storage provided. Public Weighers.

Warehouse receipts issued—collections made.

Pool car distributing and reforwarding a specialty.

Drier for corn and other grains.

Light or heavy hauling, city deliveries and general truck service.

Handy location to retail districts and to freight stations.

Lowest insurance rates in San Francisco.

Every form of time-saving equipment.

Any special service a client desires will be given personal and immediate attention.

**S. M. Haslett, President    P. E. Haslett, Secretary**

## DENVER, COLO.

**THE WEICKER  
TRANSFER & STORAGE COMPANY**

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy Machinery. Complete Fleet of Motor Trucks and Modern Equipment

Members

American Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
Central Warehousemen's Club  
American Chain of Warehouses  
Southern Furniture Warehousemen's Association

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

**GEORGE E. DEWEY & CO.**

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

## NEW LONDON, CONN.

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

## WATERBURY, CONN.

**The Ralph N. Blakeslee Co.**

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

## WASHINGTON, D. C.

**Southern  
Transfer and Distributing Co.**

727 12th STREET, N. W.

WASHINGTON, D. C.

Washington is the natural center of distribution for Maryland, Virginia, West Virginia, District of Columbia and Southeastern Pennsylvania.

We have had five years' experience in this class of work and are in a position to give maximum service at a minimum cost.

## A FEW OF OUR CLIENTS:

Abilena Sales Co.  
American Law Co.  
Burlingame Chemical Co.  
Belding Bros. & Co.  
Bedford Springs Co., Limited  
Detmer Woolen Co.  
French Lick Springs Hotel Co.  
(Pluto Water)  
Funk & Wagnalls

General Forwarding Co.  
Horlicks Malted Milk Co.  
Kress & Owen Co.  
(Glyco Thymoline)  
McKesson & Robbins  
Lawyers Co-Operative  
Publishing Co.  
Pyro Chemical Co.  
S. S. White Dental Manufacturing Co.  
The Pineoleum Co., Inc.  
West Publishing Co.

Contracts made for the distribution of all kinds of advertising matter, trade papers, publications, calendars, samples and general merchandise,

by a uniformed force. Addressing and Mailing in all its Branches Re-Consigning, Forwarding and General Storage L. C. L. a Specialty

## WASHINGTON, D. C.

Moving  
Shipping  
Storing

**Smith Transfer & Storage Co.**

Office: 912 S Street, N. W.

Let Us Handle Your Washington Business

WE WILL PLEASE YOU

Pick your consignee from the companies listed in this section—they are the "lives wires" of the field and will handle your shipments promptly and efficiently. It is also worth your while to earn their reciprocity.



**WASHINGTON, D. C.****UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.

**MEMBERS:**

N. Y. Furniture Warehousemen's Association  
 Illinois Furniture Warehousemen's Association  
 Southern Furniture Warehousemen's Association



**PROMPT REMITTANCES**  
 Efficient and Courteous Service  
**MOTOR TRUCKS**  
 and  
**PADDED VANS**  
 Modern Fireproof Warehouse

**JACKSONVILLE, FLA.****UNION TERMINAL WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments      Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
 Low Insurance Rate. Sub-Post Office and branch  
 Western Union Telegraph. Joint Railroad Agent.  
 L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE AND FORWARDING**

Special attention to handling of pool cars.

**JACKSONVILLE, FLA.****Wiesenfeld Warehouse Company**

P. O. Box 1133

General Merchandise Storage and Distributing.

**References:**

Any bank, jobber or transportation man in the city.

**ATLANTA, GA.****CATHCART TRANSFER & STORAGE COMPANY**

Moves, Stores, Packs, Ships  
 Household Goods Exclusively

Office and Warehouse, 6-8 MADISON AVE.

**ATLANTA, GA.**

Warehousemen

**MORROW****TRANSFER & STORAGE COMPANY**

COMMERCIAL STORAGE

Distributors—R. R. Trackage—Carloads a Specialty

Household Goods Moved, Stored, Packed and Shipped  
 180-184 MARIETTA STREET

**BOISE, IDAHO****PEASLEY****TRANSFER & STORAGE COMPANY**

STORAGE, TRANSFER AND FORWARDING

NINTH AND GROVE STREETS

**CHICAGO, ILL.****BEKINS****HOUSEHOLD SHIPPING COMPANY**

Reduced Rates on Household Goods, Automobiles  
 and Machinery

General Offices, 805 BEDFORD BLDG., Chicago  
 NEW YORK, BOSTON, BUFFALO, CINCINNATI

**CHICAGO, ILL.****EMPIRE Storage Company**

Convenient to All Railroad Switches.

Modern FIREPROOF  
 Warehouses for Storage of  
 Household Goods

**MOVING PACKING SHIPPING**

Heated Piano Rooms  
 Art Galleries  
 Vaults for Valuables  
 Private Compartments  
 for Furniture  
 Automobiles Stored  
 Motor Truck Service



Established 1891

Capacity 1,500,000 cu. ft.

Low Insurance Rate.

General Office

52nd St. and  
 Cottage Grove Ave.  
 Chicago

**MEMBERS:**

Illinois Furniture Warehousemen's Association  
 New York Furniture Warehousemen's Association

**ATLANTA, GA.**

Warehousemen

Distributors

**Southern Sales & Storage Co.**

Markets secured for Meritorious Mdse.  
 Concrete Warehouse, R. R. Trackage,  
 Make our office your Southern Headquarters,  
 We have an efficient Sales Force.  
 13 Produce Place

**CHICAGO, ILL.****Soo Terminal Warehouse Company**

General Merchandise Storage and Distribution

Direct Rail and Tunnel Connection with All Trunk Lines.

519 West Twelfth St.

"THE ECONOMICAL WAY"

## CHICAGO, ILL.

### FORT DEARBORN FIREPROOF STORAGE COMPANY

4615-29 Clifton Ave., near Broadway and Wilson

Fireproof  
Storage.

Motor-  
Van  
Service.



Pool Car  
Handling  
a  
Specialty

The only warehouse located on the Great North Shore with private railroad switch track at its door, serving efficiently **Edgewater, Ravenswood, Sheridan Park, Rogers Park, Evanston** and the **Wilson Ave.** district.

Consignments from all railroads bill to Wilson Ave. Switch C. M. & St. P. Ry.

## FORT WAYNE, IND.

### BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND  
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

## FORT WAYNE, INDIANA

*Private Siding With All Railroads*

### Pettit's Storage Warehouse

FIRE PROOF BUILDING

ROOMS FOR HOUSEHOLD FURNITURE

*General Merchandise Warehousing and Transferring*  
Factory Distributors

## SOUTH BEND, IND.

### Warner Warehouse Company

Merchandise Storage and Distribution  
Branch House Service for Manufacturers

SOUTH BEND is a natural distributing center for Michigan, Indiana and Ohio. Our warehouse is located on New York Central tracks and we have free switching connections with all lines entering the city.

518-524 South Pine St.

**SOUTH BEND, INDIANA**

H. A. PRUYNE, Manager

Members: { American Warehousemen's Association  
Central Warehousemen's Club  
American Chain of Warehouses

## CHICAGO, ILL.

ESTABLISHED 1874

### HEBARD Storage Warehouses



Our Seventh Warehouse

now under construction on Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

All collections on shipments made to us promptly remitted.

Member of  
Illinois, New York and  
Southern Warehouse-  
men's Associations.

Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.

## INDIANAPOLIS IND.

We Have the Very Best of Equipment for Handling  
Heavy Machinery, Boilers, Engines, Tanks  
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

**HOGAN TRANSFER & STORAGE CO.**

Member  
N. F. W. A. and I. F. W. A.

Established  
1892

## INDIANAPOLIS, IND.



Our Service Consists of

Warehouse for Manufactured Articles.

Prompt shipment for all orders.

Prompt reports of shipments as you want them.

Trucks for Drayage Equipment.

We are, in fact, ready to be your Shipping Department.

Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan.

Insurance rate, 30c—extra hazardous goods not taken.

Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## LOUISVILLE, KY.

**SAFETY****Transfer & Storage Co., Inc.**

Offices: 105 South Hancock Street  
HOUSEHOLD GOODS  
Moved, Stored, Packed, Forwarded  
—Motor Truck Service—

## BALTIMORE, MD.

Phone Gilmer 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE  
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.  
              { Balt. F. W. A.

Fireproof Wh's'e in rear

## BALTIMORE, MD.

**Graham's Storage Warehouse**

*The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING — PACKING — SHIPPING**  
**MOTOR EQUIPMENT**

Send us your Baltimore Consignment

Members, N. Y. F. W. A. — I. F. W. A. — Baltimore, F. W. A.

## BALTIMORE, MD.

**THE KAUFMAN  
Fire-proof Storage Warehouses**



**BALTIMORE, MD.**

Send your Baltimore shipments to  
**MONUMENTAL STORAGE COMPANY**

**BALTIMORE, MD.**

## Security Storage & Trust Company

15 W. North Avenue

**FIREPROOF WAREHOUSES**

**MOTOR EQUIPMENT**

**EFFICIENT SERVICE  
TO WAREHOUSEMEN**

*Members of  
 Baltimore Furniture Warehousemen's Associations  
 New York, Illinois and American Warehousemen's Associations*

**BALTIMORE, MD.**

Fred I. Savage George P. Savage

### THE SAVAGE TRANSFER CO. TRANSFER AND LIVERY

*We Haul Anything, Anywhere, Any Time, by Motor or Horse-Drawn Vehicles*

C. & P. PHONES: SOUTH { 321  
1657

1202-4-6-8-10-12-14 Race Street, **BALTIMORE, MD.**  
 Storage Warehouse: 529 W. Lee St. Garage: 118-170 W. West St.  
*THEATRICAL HAULING A SPECIALTY*

**BOSTON, MASS.**

Established 1880

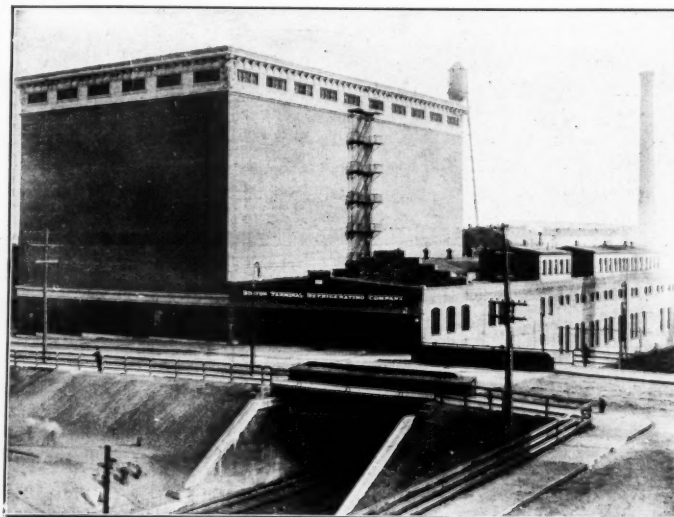
## T. G. BUCKLEY CO.

**MOVERS OF HOUSEHOLD GOODS AND PIANOS  
 MOTOR TRUCK SERVICE**

**REINFORCED CONCRETE WAREHOUSE**

**OFFICE and WAREHOUSE, 690 DUDLEY STREET**  
*Members N. Y. F. W. A.*

Pick your consignee from the companies listed in this section—they are "live wires" of the field and will handle your shipments promptly and efficiently. It is also worth your while to earn their reciprocity.

**BOSTON, MASS.**

**Boston Terminal Refrigerating Co.**

245 State St.

**BOSTON, MASS.**

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston



Storage of Wool, Cotton and  
General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

Fumigation of Foreign Cotton  
and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

## CLASS JOURNAL PUBLICATIONS

### AUTOMOTIVE INDUSTRIES

The Engineering and Industrial Authority of the Automotive Field—  
Motor Cars, Trucks, Tractors, Airplanes. Read by Engineers, Production  
Managers, and other Executives of Automotive Manufacturing  
Companies.

### MOTOR WORLD

A Dealers' Journal, devoted principally to the *Distribution or Merchandising* of Automotive Products and Equipment. In conjunction with  
Motor Age, covers nearly 90% of the principal Dealer field.

### MOTOR AGE

A Dealers' Journal, devoted principally to the *Maintenance* of Automotive Apparatus and Equipment. In conjunction with *Motor World*,  
covers nearly 90% of the principal Dealer field.

### MOTOR BOAT

The oldest motor boat publication in the world. Read by Boat Owners,  
boat builders and supply dealers.

### THE COMMERCIAL VEHICLE

The Oldest Truck publication in the United States. Read by Fleet  
Owners, their Traffic and Garage Managers. The logical medium for an  
advertiser who wishes to reach the real, important truck users.

### EL AUTOMOVIL AMERICANO

The only automotive export paper going exclusively to Dealers and other  
members of the Automotive Trade in Latin America.

### DISTRIBUTION & WAREHOUSING

Reaches 75% of the purchasing power wielded by the Transfer & Storage  
Industry, Transportation Companies, Pool Car Distributors, Public Merchandise  
Warehouses. A wealthy and active field needing Trucks, Labor  
Saving Devices, Warehouse Equipment, etc.

### THE TIRE RATE BOOK

A quarterly publication containing special current information for Tire  
Dealers—price lists, types, sizes, etc. In constant use by practically all  
principal tire distributors.

### THE CLASS JOURNAL COMPANY

CHICAGO NEW YORK  
Philadelphia Cleveland Detroit

HOLYOKE, MASS.

## Holyoke Warehouse Co.

Park and Crescent Streets

Modern Fireproof  
Warehouse

B. & M. R. R. Siding

We specialize in Merchandise  
Distribution, Pool  
Cars or Spot Stocks, Yard  
Storage, New Autos,  
Trucks, Farm Implements  
and Machinery.

TRY OUR SERVICE

Heavy Haulage

Truck Service

BOSTON, MASS.

# Massachusetts Storage Warehousemen's Association

## *CREDO*

### *We Believe*

That a warehouseman's best asset is a thorough knowledge of his own business and that no detail is too small to repay constant study.

### *We Believe*

That good service is the best advertisement and a satisfied customer the best solicitor.

### *We Believe*

That co-operative competition is better than antagonistic competition and that by its aid we can give better service to our customers at less cost to them and greater profit to ourselves.

### *We Believe*

That ignorant, irresponsible, and profitless competition are the worst enemies of our business, therefore, we should endeavor to educate our competitors and assist them to achieve prosperity.

### *We Believe*

That while extravagance either in equipment or operation is disastrous, parsimony is equally so. We pay for what we need whether we buy it or not.

### *We Believe*

That every service rendered should produce a reasonable profit. To give something for nothing necessitates an overcharge somewhere else.

### *We Believe*

That a dissatisfied employee is worse than useless and that contentment in the working force is essential to efficiency.

Compliments of the  
**MERCHANTS WAREHOUSE CO.**  
70 State St.  
Boston, Mass.

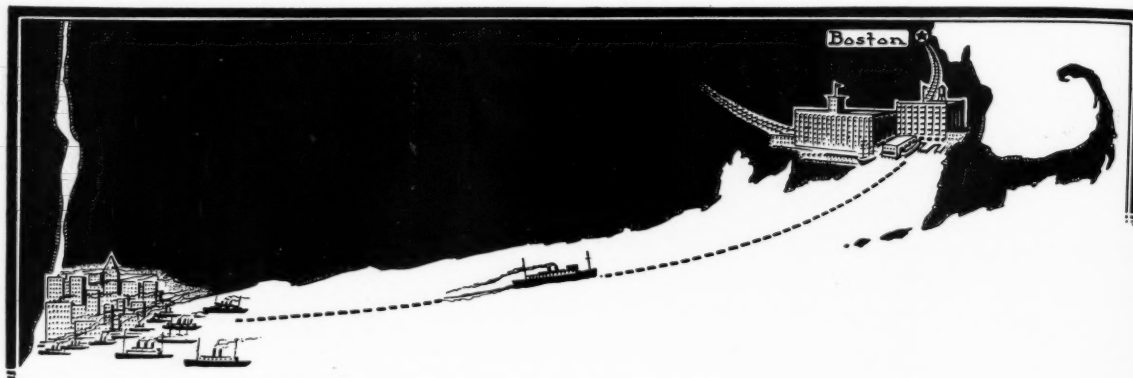


BOSTON, MASS.

A REGULAR MEETING OF THE MASSACHUSETTS STORAGE WAREHOUSEMEN'S ASSOCIATION



"CO-OPERATION PERSONIFIED"  
CREED OF THE QUINCY MARKET COLD STORAGE AND WAREHOUSE CO.  
Boston, Mass. George S. Lovejoy, Manager General Storage Department

**NEW BEDFORD, MASS.**

Conveniently reached from both New York and Boston,  
and forms an ideal location for the storage of mer-  
chandise consigned to or from either of these cities.

## New Bedford Storage Warehouse Co.

New Bedford, Mass.

Excellent Rail and Water Connections

If the city to which you are ship-  
ping is not represented in this list,  
choose the nearest as the geographi-  
cal arrangement will help you.

**HOLYOKE, MASS.**

### Sheldons Transfer & Storage

ESTABLISHED 1870

Main Office 637 Main St.

Branch Office 81 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

**BAY CITY, MICH.**

BELL PHONE 1131-R

VALLEY PHONE 731-L

### P. VAN HAAREN & SONS STORAGE CO.

#### FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

P. Van Haaren

BAY CITY, MICHIGAN

**GRAND RAPIDS, MICH.**

### Shank Fireproof Storage Company

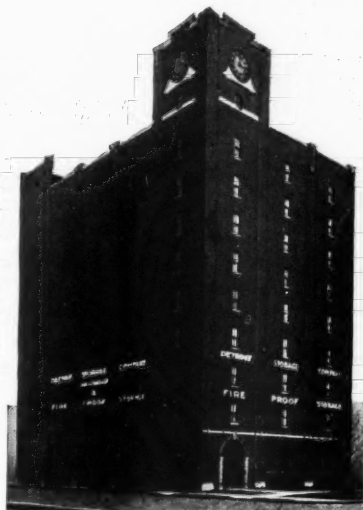
Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

## DETROIT, MICH.

DETROIT'S LEADING MOVERS.

# Detroit Storage Co.



Main Office and Fireproof Warehouse  
MOVING, PACKING, SHIPPING  
MOTOR EQUIPMENT

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

## DETROIT, MICH.

## GENERAL STORAGE AND CARTAGE CO.

Main Offices:

Grand River and Lorain Avenues  
GENERAL MERCHANDISE STORAGE

Forwarding, Distributing and Reshipping Agents. Custom  
House Brokers—Expert Traffic Service

SHIP US YOUR CARLOADS FOR DISTRIBUTION

50 Car Track Space on M. C. R. R. and Grand Trunk  
Motor Trucks—1 to 10 Tons Capacity

## DETROIT, MICH.

## TURNER CARTAGE COMPANY



Phone  
Main  
2660

Shipments of household goods and merchandise will be handled under personal supervision of company officials.

334-340 Lafayette Blvd., DETROIT, MICH.

## MINNEAPOLIS, MINN.



## The Gateway to The Great Northwest

### We Can Handle Your Entire Distribution Throughout the Northwest

Our modern warehouse combined with our efficient organization is thoroughly equipped with every facility for the speedy and economical handling of your goods in the Great Northwest.

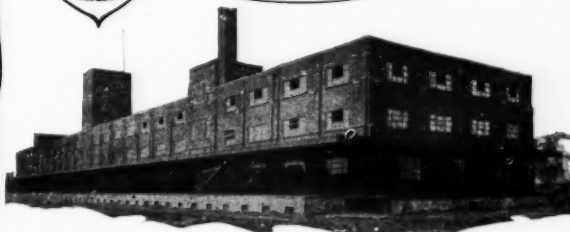
Our loading platform adjoining the East Hennepin Joint Freight Station permits direct handling and distribution of all less-than-carload freight to the NINE RAILROADS of Minneapolis through this single freight station without drayage—a facility not found elsewhere west of Chicago.

We specialize in receiving carload shipments and reshipping the goods to various points in less-than-carload lots. We also handle all classes of merchandise for storage.

Consign your Shipments to

### Minneapolis Terminal Warehouse Company

Minnesota Transfer  
East Hennepin Station





**ST. PAUL, MINN.****The Central Warehouse Co.**

Minnesota Transfer, Minn.

**Merchandise, Bonded and Cold Storage  
Industrial Sites**

At the junction of nine railroads, midway between the Twin Cities. L. C. L. shipping without carting. Motor trucks for local deliveries. 40 acres of ground. Six miles of trackage operated by our electric locomotives.

**KANSAS CITY, MO.****Fireproof Warehouse**

with insurance rate of 22c per \$100.00 per year; convenient to all freight depots; send your consignments in our care; member of Illinois Furniture Warehousemen's Association.



**L. Leritz & Son**  
2616 Warwick

**BILLINGS, MONTANA****Billings Warehouse & Trading Co.**

Incorporated

204-216 North 21st Street

Branch House Service for  
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

**KANSAS CITY, MO.**

Are You Giving Your Customers

**Service?**

The present congested conditions of our railroads and slow movement of less than carload freight, and the possibility of embargoes on many commodities, make it more imperative than ever that you carry suitable stocks of your goods at important Western distributing centers to properly take care of your trade in that territory.

We invite you to make use of our warehouse as a branch of your own establishment for this purpose. Our building is of modern fireproof construction and equipment—automatic sprinkler system—low insurance rates—free switching of carloads. Ample teaming equipment and twenty years of knowing how, insures prompt, efficient and satisfactory service.

**D. A. MORR****TRANSFER & STORAGE COMPANY**

Members { Central Warehousemen's Club  
American Chain of Warehouses  
American Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association

*Please mention this paper***MISSOULA, MONT.****Security Warehouse & Transfer Co.**

(Incorporated)

Warehousing of every description: Storing, Packing, Carting, Shipping. R.R. Siding. Manufacturers' distributors. We solicit your Western Montana shipments.

**KANSAS CITY, MO.****QUICK ACTION WINS  
IN THE BATTLE FOR BUSINESS!**

We borrow other people's shipping and distribution problems and turn them into results.

Fireproof Warehouses and Distribution Docks.

**L. T. CRUTCHER WAREHOUSE CO.**

Storage and Distribution  
General Warehousing

1411 St. Louis Ave.

Kansas City, Mo.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

**Pick Your  
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while  
to earn their reciprocity.

ST. LOUIS MO.

## A Transfer Company with an Ability to Serve

**ST. LOUIS**
**America's Fourth  
Largest City**
**Nine Freight Depots; One Mile of Platforms**
**More than 250,000 Square Feet of Storage  
and Warehouse Space**
**225 Teams and 75 Motor Trucks**

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Transfer Company (La Salle Street Station) you get the benefit of **Daily Package Car Service** from St. Louis to the West, Southwest and Southeast.

**Leased Motor Truck  
Service - By Hour, Day or  
Contract -**
**COLUMBIA  
TRANSFER CO.**
**America's Largest  
Transfer  
Organization**
**\$2,000,000 Capital**

OMAHA, NEBR.

### Gordon Fireproof Warehouse & Van Co.

**Main Office: 219 NORTH 11th STREET**

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

Accommodations for brokers, jobbers, automobile manufacturers and dealers.

**Household Goods Packed, Stored and  
Forwarded**
**MOVING - TRANSFER - FORWARDING**

MEMBER { New York Furniture Warehousemen's Association.  
Illinois Furniture Warehousemen's Association.  
Central Warehousemen's Club.  
Pacific Coast Furniture Warehousemen's Association.

OMAHA, NEBR.

### THE "CITY OF OPPORTUNITY"

**Represented by the**

### Pacific Storage & Warehouse Co.

**1007-9-11 JONES STREET**

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE - 75,000  
SQUARE FEET OF STORAGE SPACE**
**Members of the Central Warehousemen's Club**

**ATLANTIC CITY, N. J.****ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.**

Office: 110 N. South Cardina Avenue  
Inter-City Auto Service Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving

Phone 108

**NEWARK, N. J.**

ESTABLISHED 1864

SHIP TO NEWARK'S  
LEADING FURNITURE WAREHOUSE

**KNICKERBOCKER STORAGE WAREHOUSE COMPANY**

JOHN MULLIGAN, Pres. GEO. L. BARBER, Gen. Mgr.

100-106 Arlington Street

**MOVING PACKING SHIPPING**  
MOTOR EQUIPMENT

MEMBERS N.J. F. W. A. and N. J. F. W. A.

**CAMDEN, N. J.**

Established 1903

**Troth's Model Warehouses**

5th and Byron Streets

**MANUFACTURERS' DISTRIBUTORS**

Correspondence Solicited  
Direct Delivery Service Throughout Philadelphia

**NEWARK, N. J.**

F. H. Mooney, President

Est. 1882

**Mooney's Storage Warehouses**

Offices: 556-8 Market Street, Newark, N. J.

Phones: 4370-1 Mulberry

Merchandise Storage, Distributors. Centrally located to  
all Railroad Terminals. Daily Motor Service to New York  
City and Vicinity.

**EAST ORANGE, N. J.**

Established 1887

R. T. BLAUVELT, Pres.

**LINCOLN STORAGE WAREHOUSES**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of New Jersey—New York—Illinois—Southern  
Warehousemen's Associations

Principal Office, 85 MAIN STREET

**NEWARK, N. J.****Model Storage Warehouses**

54-56 Belleville Ave.

**NEWARK, N. J.**

Known All Over the

**UNITED STATES**

for their

**EFFICIENCY**

IN HANDLING HOUSEHOLD GOODS SHIPMENTS  
IN NEW JERSEY

**HOBOKEN, N. J.**

**FREIGHT STORAGE**

**5 BLOCKS FROM D. L. & W. FERRIES**

**LOW INSURANCE**  
**RATES ON REQUEST**

**HUDSON STORES, INC.**

Office and Warehouse:

Ferry Street and Park Avenue, Hoboken, N. J.

Phones—Hoboken 1810-1811-1812

**NEWARK, N. J.****The McGANN Co., Inc.**

Offices, 100 Front Street Telephone 1620 Market.

**Merchandise Storage, Trucking and  
Distributors**

**NEWARK, N. J.**

Estab. 1850 Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.

**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods Storage of Household Goods  
Freight, Heavy Haulage, Mdse., New Autos, Imple-  
ments, Yard Storage.  
Motor Service

Factory Distributors

N. J. W. A. Member of A. W. A. and N. Y. F. W. A.

**PROVIDENCE, R. I.****CADY MOVING & STORAGE CO.**

**STORAGE WAREHOUSES**  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

If the city to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.



TRENTON, N. J.

## Petry Express & Storage Co.

(INCORPORATED)

STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members N. Y. F. W. A. and I. F. W. A.

TRENTON, N. J.

"Expert Service"

## Arcade Express & Storage Co.

Harry A. Douglass, Prop.

Merchandise and Furniture Storage Warehouse

Distributors and Forwarders  
In Main Business Section of City

Motor Van Service

13-17 East State Street, Trenton, N. J.

Bill via any R. R.

ALBANY, N. Y.

## SECURITY

### STORAGE & WAREHOUSE CO., INC.

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1 DEAN STREET

Storage, Transferring and Forwarding

Direct Track Facilities

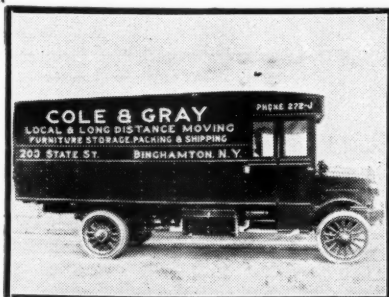
Pool Car Distribution

BINGHAMTON, N. Y.

THREE  
WAREHOUSES  
33 Years in Business

Merchandise  
Distribution  
and Pool Car  
Shipments Given  
Special  
Attention

Storage of Household  
Goods, Merchandise,  
Implements and  
Machinery.  
Auto Trucks  
Heavy Haulage



COLE &amp; GRAY

203 State Street

Binghamton, N. Y.

BINGHAMTON, N. Y.

Member Chamber of Commerce

## JOHN B. SOUTHEE

STORAGE WAREHOUSE AND VAN OFFICE

MOVING AND TRUCKING OF ALL KINDS

178 STATE STREET

Office Phone 1366  
House Phone 1799

Residence,  
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BROOKLYN, N. Y.

V. O. A.

N. Y. W. F. A.

## Fifty-Second Street Storage Co., Inc.

5107 4th Ave.

Storage Merchandise Distribution Forwarding

It is your aim to give your client prompt and efficient serviceIt is our business to carry out your policy in Brooklyn.

Consign your shipments us c/o thru Bush Terminal

BROOKLYN, N. Y.

Cable Address, *Jenkinlis*  
Western Union

Long Distance Phones  
3100-3101-3102 Bedford



ABSOLUTELY FIREPROOF

## Long Island Storage Warehouses

Nostrand and Gates Avenues

BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of  
New York City or Brooklyn, mark goods in our care to "Eastern  
District Terminal, Brooklyn." This is the center of Greater  
New York—no delay due to congestion.

Try shipping this way. We know

BROOKLYN, N. Y.

Established 1889

## Chas. D. Strang's Montauk Storage Company

195 So. PORTLAND AVE.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.

Storage, Moving, Packing and  
Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

BUFFALO, N. Y.

## BUFFALO

### STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND  
FORWARDING

Warehouse on New York Central Tracks

NEW YORK, N. Y.

# Baltimore & Ohio Stores, Inc.

*Most central distributing points on Manhattan Island.*

**Elimination or reduction of cartage charges—Quick service to teams. Reasonable storage rates. Good, responsible service.**



TURNER CONSTRUCTION COMPANY, BUILDERS.

B. & O. 26th Street Stores, S. W. Cor. 26th St. and 11th Ave. Reinforced Concrete-Sprinkler Construction. Lowest Insurance Rate in New York.

Direct connection with Baltimore & Ohio rails, with fast trains east and west—94 and 97.

For rates and information write to

**Edwin Morton,**  
Manager

**S. W. Cor. 26th St. & 11th Ave.,**  
New York City

Also Operating

**BALTIMORE & OHIO**  
**PIER 21, EAST RIVER**  
**STORES**

South St., Foot of Dover St.,

With Direct

Rail and Water Connection

Specializing on Flour, Feed and  
Other Cereal Products

BUFFALO, N. Y.

**WE WILL LOOK AFTER YOUR INTEREST,  
ALSO THAT OF YOUR CUSTOMERS**



**O**UR large, specially-built, six-story household goods warehouse is one of the finest between New York and Chicago. (Capacity 1000 van loads.) With our corps of expert workmen and unequalled facilities, we can render prompt and efficient service to your Buffalo patrons.

*Furniture Stored, Packed or Shipped  
to Any Part of the World*

Convenient to the railroad switches      Low Insurance Rates  
Motor Trucks for Prompt Delivery      Fireproof Vaults

**COLD SPRING STORAGE COMPANY**  
1432-1442 Main Street

J. W. POWELL, President and General Manager

Members of Buffalo Chamber of Commerce, Illinois Furniture Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

BUFFALO, N. Y.

## O. J. GLENN & SON

Everything in the Line of Moving,  
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

ELMIRA, N. Y.

## Elmira Storage & Sales Co., Inc.

**BEST DISTRIBUTING POINT** in Western New York and Pennsylvania.

Warehouse, 50,000 square feet floor space, can accommodate 100 cars of merchandise.

Free switching privileges D., L. & W., Erie, Penna. and L. & V. railroads. Switch enters building; can load and unload under cover.

**General Merchandise and Storage. Forwarding and Transferring a specialty.**

Competent help in office and warehouse. We can be used as a branch house at no extra expense.

We do our own trucking.

FLUSHING, N. Y.

## Blackham Storage & Trucking Co. INC.

We do a general storage, moving, carting and packing business covering Flushing and Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## ITHACA, N. Y.

**Mitchell-The-Mover, Inc.**

Household Goods and Merchandise Storage  
Every facility for the prompt and efficient

## DISTRIBUTION OF MANUFACTURERS' STOCKS

Transfer of goods and heavy and long distance hauling.  
Motor and horse drawn vans. An expert packing force.

## NEW YORK, N. Y.

"Every Room is an Actual Vault"

**Atlas Fireproof Storage Warehouse Co.**

157-159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping  
A terminal of every railroad in immediate vicinity. Bill "Harlem Terminal." Automobiles taken in dead storage.

Consign your shipment to us for proper attention.

NYFWA

VOA

## NEW YORK, N. Y.



The Claremont Storage Warehouse and the H. D. Bahr Trucking Company are operated under the same management and ownership.

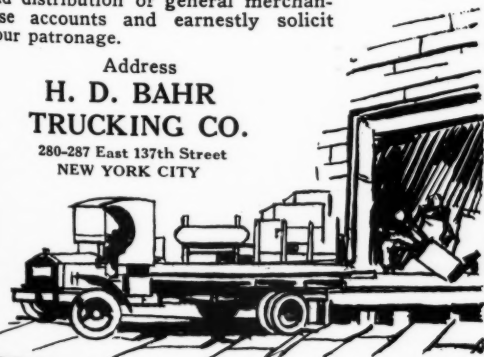
The combined facilities of these two establishments offer you the most complete service in upper New York City.

We are specialists in the storage and distribution of general merchandise accounts and earnestly solicit your patronage.

Address

**H. D. BAHR TRUCKING CO.**

280-287 East 137th Street  
NEW YORK CITY



## NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

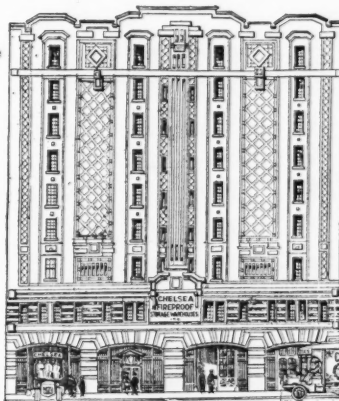
## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.**

## COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping, Express  
and General Trucking

Ship to the  
Chelsea



Equipped  
for prompt  
service.

Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office  
426-434 West 26th St.

Harlem Branch  
112-120 West 107th St.

## Members of

New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.

**Metropolitan****Fireproof Storage Warehouse Co.**

14-39-41 WEST SIXTY-SIXTH STREET

Near Central Park

CHARLES S. MORRIS, Pres. and Treas.

LAWRENCE S. MORRIS, Sec'y and Gen. Manager

We Bid for Your Business on a Basis of  
Service—"We Know How"

TWO FIREPROOF BUILDINGS  
MOTOR OR HORSE-DRAWN VANS  
AN EFFICIENT PACKING FORCE

Adjacent to all Freight Terminals

ESTABLISHED 1875  
"That means something"

Members of New York Furniture Warehousemen's Ass'n.  
Illinois Furniture Warehousemen's Ass'n.  
Southern Furniture Warehousemen's Ass'n.  
Van Owners' Ass'n. of Greater N. Y.  
New Jersey Warehouse & Van Owners' Ass'n.





NEW YORK, N. Y.

**MORGAN & BROTHER**Storage Warehouses  
and Motor Vans

MOVING STORAGE PACKING

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to all Parts of the World*

230-232-234-236 WEST 47th STREET  
TELEPHONE Near Broadway  
52 BRYANT

Cable Address: MORGANWARE

Members:

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Illinois Furniture Warehousemen's Association  
Van Owner's Association of Greater New York

NEW YORK, N. Y.

**Mott Haven Storage Warehouse Co.**

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service  
Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

Phone Spring 8732-8733

**North River Warehouses, Inc.**

606-608-610 Washington Street, New York City

Merchandise Storage and Distribution  
Centrally Located To All RR Terminals

NEW YORK, N. Y.

**Vandam Warehouse Co., Inc.**

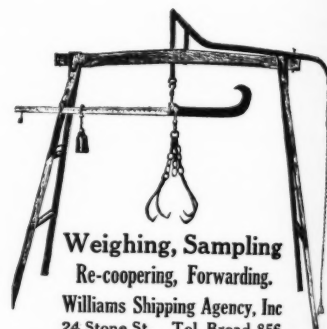
General Offices—No. 29 Broadway  
NEW YORK CITY

Phone Whitehall-353.

8 CITY WAREHOUSES

also

Waterfront Pier and Warehouses:  
MARINER'S HARBOR STATEN ISLAND

**WILLIAMS  
SHIPPING AGENCY**

Weighing, Sampling  
Re-coopering, Forwarding.

Williams Shipping Agency, Inc.  
24 Stone St. Tel. Broad 856

Custom House License 306

Est. 1886



We Operate 40 Six-Ton Trucks.  
Carloads Distributed. Deliveries to all  
Railroads and Steamships.

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Warehouse: 168 Front St. Tel. 1943 John  
NEW YORK

Custom House License 306 Est. 1886

**Import---Export  
Trucking and Lighterage**

CARLOAD LOTS OUR SPECIALTY

Freight Delivered to all Railroads  
and Steamships.

Storage and Export Packing

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Broad NEW YORK

**EXPORT  
PACKING**

We are prepared to properly pack  
and bale goods for Export: make  
up Packing Lists in Pounds or Kilo-  
grammes. Consular Invoices in all  
languages. Also, Weighing, Samp-  
ling, Cooperage, Trucking, Lighter-  
ing and Forwarding.

**WILLIAMS SHIPPING AGENCY, Inc.**

24 Stone Street  
Tel. Broad 856-857 New York

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"EXPERT SERVICE PAYS"

MOVING PACKING  
SHIPPINGVAULTS for STORING PACKAGES  
of SILVER PLATE and VALUABLESOur central location and modern equipment  
enable us to offer you an unusually efficient  
service for your New York consignments.Members of New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association

## THE WEST END STORAGE WAREHOUSE

Grant Wayne, Manager

Louis J. Crumm, Supt.

202-210 West 89th Street

Consign all C. L. & L. C. L. Ship-  
ments for Delivery to Warehouse

B. & O. R. R.—135th St. and  
Harlem River Station  
C. R. R. of N. J.—132d St. and  
S. Boulevard Station  
D. L. & W. R. R.—135th St.  
and Harlem River Station  
Erie R. R.—135th St. and Har-  
lem River Station  
Lehigh Valley R. R.—E. 124th  
Street Station  
L. I. R. R.—Harlem and Mor-  
risania Station  
N. Y. C. & H. R. R. R.—130th  
Street Station  
N. Y. N. H. & H. R. R.—Har-  
lem River Station  
Penn. R. R.—E. 125th Street  
Station  
West Shore R. R.—130th Street  
Station

## ROCHESTER, N. Y.

JOSEPH A. SCHANTZ  
COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

Two Fireproof Warehouses  
Two Non-fireproof Warehouses  
Large Fleet of Modern Motor VansBy mailing your Rochester bills of lading to us you are  
guaranteeing the most prompt and courteous service to  
your patrons. You are also protecting your own in-  
terests, because we will return all collections promptly  
and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n.

## NIAGARA FALLS, N. Y.

WILLIAM YOUNG  
TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY

"Unexcelled SERVICE"

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

## Blanchard Storage Co., Inc.

Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

## ROCHESTER, N. Y.

## ROCHESTER CARTING CO.

Members New York Warehousemen's Association  
Distributors of Car Load FreightUnsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods  
Two Large Storage Warehouses

162-164 ANDREWS STREET

If the City to which you are ship-  
ping is not represented in this list,  
choose the nearest as the geographi-  
cal arrangement will help you.

## SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a  
specialty of L. C. L. Forwarding and Distribu-  
tion of Pool Cars.Two up-to-date Warehouses. Track con-  
nections with all Railroads entering City.Storage of Household Goods, Merchandise,  
Implements, Yard Storage. Heavy Haulage.  
Motor Service.SCHENECTADY STORAGE &  
TRUCKING COMPANY

## SCHENECTADY, N. Y.

## W. CADY SMITH

123 WALL ST.

DISTRIBUTING  
STORAGE

Merchandise

RESHIPPING  
PER ORDERS

For Wholesalers and Manufacturers.

Moving Safes, Boilers and Heavy Machinery a Specialty.  
Household Goods Stored and Shipped. Motor Service.If the City to which you are ship-  
ping is not represented in this list,  
choose the nearest as the geographi-  
cal arrangement will help you.

## UTICA, N. Y.

## UTICA CARTING & STORAGE COMPANY

Storage, Trucking, Forwarding,  
Shipping, Rigging, Transferring,  
Distributing, Checking, Packing

**MOTOR VANS FOR LONG DISTANCE**

Members New York and Illinois Associations.

## UTICA, N. Y.

## Consign Utica Shipments

to  
**JONES-CLARK TRUCKING AND  
STORAGE CO., Inc.**

127-135 Hotel St.

**SPECIAL ATTENTION** given to Mer-  
chandise Distribution and Pool Car Ship-  
ments. Storage of Merchandise, Furniture,  
New Autos and Machinery.

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

## SYRACUSE, N. Y.

Merchandise  
Distribution  
Given  
Especial  
Attention



Storage of Household Goods, Merchandise and Machinery  
**IF YOU WANT REAL SERVICE—TELL ME  
YOUR REQUIREMENTS**

**HOOKWAY'S  
Storage Warehouse**

725 E. Water St.

## RALEIGH, NORTH CAROLINA

**Carolina Storage & Distributing Co.**  
Raleigh North Carolina

We store, reship and distribute all classes of freight. Modern brick warehouses located on railroad tracks. Pool car distribution a specialty. Being centrally located, reaching a population of over 1,500,000 within a radius of 100 miles, and having excellent railway service, Raleigh is most logical distributing point for this territory.

## CANTON, OHIO

## CUMMINS STORAGE COMPANY

**STORAGE, DRAYING, PACKING AND  
FREIGHT HANDLING A SPECIALTY**

Unsurpassed Facilities for Handling Pool Cars

310 EAST NINTH STREET

## SYRACUSE, N. Y.



**C**ONSIGN your Syracuse shipments  
of merchandise or Household  
Goods to us. Railroad siding in con-  
nection with our warehouse.

Mail bills of lading direct to us. We make  
no charge for collections and remit promptly.

A big transfer job does not stagger us. We  
own and operate a fleet of auto trucks to facili-  
tate modern and reliable service.

*Yours for Co-operative Service*

**SYRACUSE FURNITURE &  
FORWARDING CO., Inc.**

270-272 James St., Syracuse, N. Y.

STORAGE PACKING SHIPPERS AGENTS

## CINCINNATI, O.

## STORAGE

**Fireproof and Non-Fireproof**

Business Established in 1867 and built up by

**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
New York Furniture  
Warehousemen's  
Association  
and  
Illinois Furniture  
Warehousemen's  
Association

**FRED  
PAGELS**

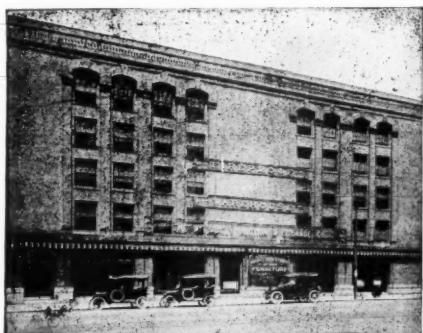
937 West 8th St.





**CINCINNATI, OHIO**

Pooled Cars, Distributed, Reshipped and Stored.  
 Located on Pennsylvania Railroad.  
 Let us be your agent—and handle your merchandise.  
**The Wallace Transfer & Forwarding Co.**  
 222 & 224 East Front Street

**CINCINNATI, OHIO****"STACEY FIRST"**

**SERVICE**  
 FIREPROOF AND NON-FIRE-  
 PROOF WAREHOUSES

MODERN MOTOR  
 VAN EQUIPMENT

**RELIABILITY**

Established 1891 Investment \$250,000  
 Your interests carefully protected

**STACEY STORAGE CO.**  
 2333 Gilbert Avenue

**CLEVELAND, OHIO****SERVICE IS THE THING**

For You and Your CLEVELAND Customers

LET US SERVE THEM AS  
 THEY SHOULD BE SERVED

*Our Equipment*—Fireproof and  
 Non-Fireproof Storage. Motors  
 and Horse-Drawn Vans.

*Our Organization* is complete and  
 is more than ample for the largest  
 and most difficult proposition.

*We Conserve Your Interests*

**THE CENTRAL STORAGE  
 WAREHOUSE CO.**

1843 East 55th Street  
 5601 Hough Avenue

**CLEVELAND, OHIO****Lake Shore Moving & Storage Co.**

664 East 105th Street

Adjacent to the East 105th Street Freight Station of the New  
 York Central Railroad.  
 Warehouse facilities and economical distribution for the eastern  
 section of Cleveland.

**CLEVELAND, OHIO**

**The Lincoln  
 Fireproof Storage Company**

5660-5704 Euclid Avenue

Adjoining Penn. R. R. Euclid Avenue Freight Station and  
 Team Tracks

**CLEVELAND, OHIO**

**NEAL  
 FIREPROOF STORAGE COMPANY**

7208-16 EUCLID AVENUE

Modern Fireproof Buildings Service Complete  
 Carload Consignments Solicited

**CLEVELAND, OHIO**

7724 DETROIT AVENUE

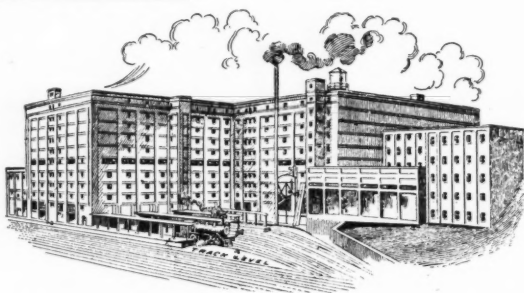
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Put it on the shippers' map by  
 inserting your card in this space.

**If Your City Isn't  
 Represented Here**

Put it on the shippers' map by  
 inserting your card in this space.

## CLEVELAND, OHIO



3,000,000 cubic feet General Storage and Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

*New, Fire Proof Building*

**SERVICE**

Is all we have to sell.

*We solicit your business*

**Ninth Street Terminal Warehouse Co.**

WM. J. HOGAN, President  
Cleveland, Ohio

## CLEVELAND, OHIO

**THE REDHEAD STORAGE CO.**

2041 E. 105th STREET

**MOTOR VAN SERVICE**

Fireproof Warehouse  
Household Consignments Solicited  
Satisfactory Service Assured

Members I. F. W. A. N. Y. F. W. A.

## COLUMBUS, OHIO

THERE IS  
NOTHING TOO LARGE  
NOR TOO SMALL  
FOR US TO HANDLE

**THE BUCKEYE  
TRANSFER & STORAGE COMPANY**

## COLUMBUS, OHIO

Safety First

**The Fireproof  
Warehouse & Storage Company**  
1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO

**THE**

**KUTSCHBACH-McNALLY Co.**

Complete Facilities for Storing and Forwarding  
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks

Manufacturers' Distributors

MOTOR Equipment

Member Interstate Warehousemen's Association

## COLUMBUS, O.

**The Merchandise Storage Co.**

Distributing & Warehousing Merchandise Only

Located on Big 4 Tracks

W. W. FAIRCHILD, Mgr.

Office and Warehouse, 33 Vine St.

## DAYTON, OHIO

**THE LINCOLN STORAGE CO.**

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## MANSFIELD, OHIO

**THE COTTER  
TRANSFER AND STORAGE CO.**

**FIREPROOF AND NON-FIREPROOF  
WAREHOUSES**

Furniture and Merchandise Storage

Motor Trucks Heavy Hauling Distributing

*The Cotter System*

Members New York, Illinois and American Warehousemen's Assns.

## SANDUSKY, OHIO

**The Island & Terminal Transfer Co.**

JOHN A. MILLOTT, MGR.

TRANSFER, DRAYAGE and STORAGE

New Three-story Fireproof Building, also Non-fireproof Buildings

MERCHANDISE AND HOUSEHOLD GOODS

Complete Distributing Facilities

Steamboat Landing and Railroad Siding

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

**WAGNER  
FIREPROOF STORAGE & TRUCK CO.**

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

## YOUNGSTOWN, OHIO



Local and Long Distance Hauling  
Manufacturers' Distributors Carload Distribution

## CLINTON, OKLA.

100 miles from any other jobbing center

## MANUFACTURERS

Should investigate Western Oklahoma territory.  
No better point for distribution.  
No better facilities than ours.

**GOODNER-KRUMM-FARR CO.**  
All Kinds Transfer and Storage

## TULSA, OKLA.

## Tulsa Warehouse Company

Inc. \$200,000

Our business is your business in Tulsa.  
We store your merchandise.  
We look after your shipments.  
We collect your drafts and accounts.  
We distribute your samples.  
We make you reliable credit reports.  
We trace your cars and save you demurrage.  
We furnish offices for rent to our patrons.  
We loan you money on your warehouse receipts.  
We give you real service promptly.  
If there is anything else we can do for you, our services are at your command.

ORRA E. UPP, President and Manager.

## TOLEDO, OHIO

DEPENTHAL  
TRUCK & STORAGE COMPANY

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture  
Warehousemen's Associations

## TOLEDO, OHIO

THE TOLEDO  
MERCHANTS' DELIVERY COMPANY

128 SUMMIT STREET

AUTO SERVICE—FIREPROOF STORAGE

Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

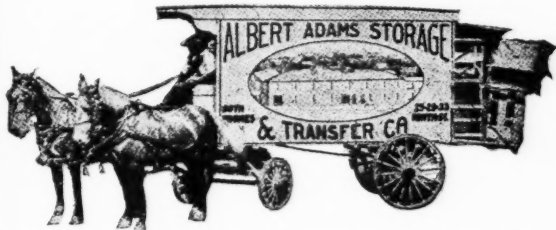
Reference: Second National Bank, or any bank in Toledo

## ZANESVILLE, OHIO

ALBERT ADAMS  
STORAGE AND TRANSFER CO.

25-29-33 Ninth St.

Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space

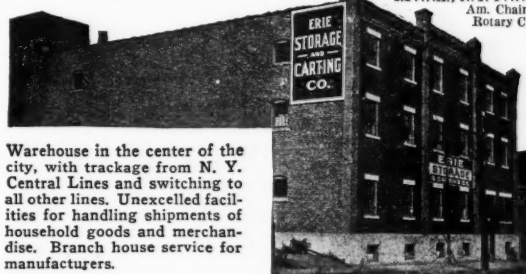


## ERIE, PA.

ERIE  
STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y. F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the  
city, with trackage from N. Y.  
Central Lines and switching to  
all other lines. Unexcelled facilities  
for handling shipments of  
household goods and merchandise.  
Branch house service for  
manufacturers.

## HARRISBURG, PA.

## MONTGOMERY &amp; CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

## OKLAHOMA CITY, OKLA.

Fireproof  
Warehouses for  
Household  
Goods and  
Merchandise.

Members of I.F.W.A.,  
New York, American  
Chain, Central, South-  
ern, Pacific Coast  
Warehousemen's Asso-  
ciation.



## O.K. TRANSFER &amp; STORAGE CO.

A. C. WEICKER, President

## HARRISBURG, PA.

## Pool Cars

Received—Checked—Distributed  
and

Forwarded in Less Than Car Lots

Penna. RR  
Sidings

Harrisburg Storage Co.  
Harrisburg, Pa.



## LANCASTER, PA.

**KEYSTONE STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## OIL CITY, PA.

**CARNAHAN****TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

**ATLAS****STORAGE WAREHOUSE**Office and Warehouse:  
Market and Thirty-seventh Streets,  
Philadelphia, Pa.Member Pennsylvania,  
New York, Illinois,  
and Southern Furniture  
Warehousemen's Associations

Service is the measure of the difference between good work and poor.

Service of the right sort in the storage, moving, packing and shipping of household goods and office furnishings exclusively, constitutes our business.

As it relates to shipments consigned to us, we interpret service to require safeguarding the interests of the shipping warehouse, prompt remittance of collections, fair charges and treatment to customers, and to all—courtesy.

We solicit your Philadelphia shipments.

For West Philadelphia and general city delivery consign C. L. and L. C. L. shipments—P. R. R., 30th and Market Sta. Station; B. &amp; O. R. R., 24th and Race Sta. Station; P. &amp; R. Rwy., 23rd and Arch Sta. Station.

## PHILADELPHIA, PA.

We Stand for a Square Deal

**International Warehousing Co.****General Storage**

Delaware Ave., Queen and Swanson St.

Forwarding &amp; Distributing

P. R. R. Siding

## PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia &amp; Reading or the Baltimore &amp; Ohio.

Collections through our office will assure prompt returns.

Fireproof and Non-Fireproof Warehouses

**Miller North Broad Storage Co.**

2709-2721 North Broad Street

## PHILADELPHIA, PA.

**ADVANCE STORAGE COMPANY** 13-15 N. 59th STREETSAMUEL S. JOHNSTON, Manager  
WAREHOUSE 500 LOADS CAPACITY

Our motor trucks are operated by careful men who are thoroughly experienced in handling furniture and pianos.

We are in a position to guarantee you satisfaction and solicit your order.

## PHILADELPHIA, PA.

Established 1883

**Merchants' Parcel Delivery Co.**

1132-34 Race St., Philadelphia, Pa.

Deliver in Philadelphia and Camden, N. J.

Special Prices on Samples, Advertising Matter, Calendars and Publications

PHILADELPHIA, PA.

# Columbia Ave. Storage Company

1511 to 1519 Columbia Avenue

## EXCLUSIVELY HOUSEHOLD GOODS

Motor Equipment

Moving

Packing

Shipping

Operated by the

## TERMINAL WAREHOUSE AND TRANSFER CO.

Delaware Avenue and Green Street

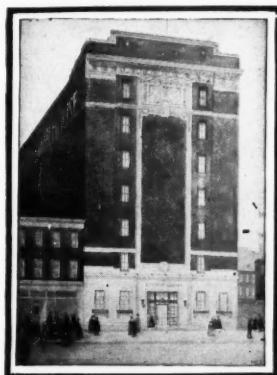
GENERAL MERCHANDISE

Forwarding and Distributing

9 Warehouses. 16 Acres of Floor Space. Trackage Facilities for 17 Cars.

Members { American Warehousemen's Association  
American Chain of Warehouses

PHILADELPHIA, PA.



## 20<sup>th</sup> CENTURY

THE LAST WORD IN WAREHOUSES

A solid concrete building. Best location in Philadelphia. A fleet of Pierce Arrow enclosed vans. We operate a large garage adjoining our warehouse capable of accommodating the largest van built. Try us when your van is in Philadelphia. All collections through our office promptly remitted. Members New York Warehousemen's Association and Pennsylvania Warehousemen's Association.

20<sup>th</sup> CENTURY STORAGE WAREHOUSE CO.

3120-22-24-26-28-30 MARKET STREET  
(Opposite West Philadelphia Station P. R. R.)

PHILADELPHIA, PA.

## OUR HOBBY

is the distribution of goods for  
National Merchandisers

North Philadelphia Storage Co., Inc.  
SHIBE BALL PARK

PHILADELPHIA, PA.

## PENN

## STORAGE & VAN COMPANY

2136 MARKET STREET

"Let Wightman do it"

PHILADELPHIA, PA.

Established 1884

The SAFETY STORAGE VAN & PACKING CO.  
3712-3714 Market Street

Motor Truck Moving - Storage - Domestic and Foreign Packing

PITTSBURGH, PA.

## SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.



THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.



Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

## HASLEY BROTHERS TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.



Fireproof  
I will grow four  
more stories



Garage & Stables

## BLANCK'S Transfer & Storage Co.

Moving, Packing and Storage  
MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



Fireproof

6344

Penn

Ave.

E E



Fireproof

## PITTSBURGH, PA.

## HOEVELER WAREHOUSE COMPANY

MOVERS AND STORERS

750 MILLVALE AVENUE

## PITTSBURGH, PA.

## MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkesburg, Pa.

Murdoch Means Service

## PITTSBURGH, PA.

## Oakland Ex. & Transfer Co.

Packers, Storers and Shippers of

HOUSEHOLD GOODS

229 ATWOOD STREET

## PITTSBURGH, PA.

## J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

## PITTSBURGH, PA.

SHIP YOUR CARS TO US FOR DISTRIBUTION

## Pool Cars

Received, Checked, Distributed  
Reshipped in Less Than Car Lots

Pittsburg Distributing Co.

708 Duquesne Way  
Pittsburg, Pa.

## PITTSBURGH, PA.

Building 100 x 125—8 Stories Front  
9 Stories Rear—Garage in Basement—Just Completed



## Shanahan Transfer & Storage Company

Fireproof Storage for Household Goods.

All Separate—1200 Fireproof Rooms.

Furniture Moved and Packed for Shipment.

Motor Vans, Trucks.

Special Heated Piano Floor

Fifth Ave. at McKee Place

(Next Door to You)

Established 1865.

Over 50 Years

## PITTSBURGH, PA.

## WEBER EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

If Your City Isn't  
Represented Here

Put it on the shippers' map by  
inserting your card in this space.



**SCRANTON, PA.**

"The World Moves—So Does Post"

**R. F. POST**

ESTATE

44 LACKAWANNA AVENUE

Freight, Furniture, Pianos, Safes, Machinery, Boilers, Stacks, etc.  
DRAYMAN, RIGGER, AND WAREHOUSE

**SCRANTON, PA.**

**WILKES-BARRE, PA.**

Established 1894.

"He Profits Most Who Serves Best"

(Rotary)

**The Quackenbush  
Warehouse Co.**

Incorporated

Warehousing of every description. Storing, Packing  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors

*Correspondence Solicited*

Wilkes-Barre, Pa.

Scranton, Pa.

**FORT WORTH, TEXAS**



**Binyon-O'Keefe  
Fireproof Storage Company**

Est. 1875

Your consignments to Fort Worth  
will receive intelligent service. We  
have a siding on the Rock Island Rail-  
road with free switching from all lines.  
Fireproof warehouse, 90,000 sq. ft.,  
yard storage, factory distributors.

*Members of*

Illinois Furniture Warehousemen's Association  
Southern Furniture Warehousemen's Association  
Central Warehousemen's Association

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

**FORT WORTH, TEXAS**

**Fort Worth Ware-  
house & Storage Co.**

INCORPORATED

Merchandise Distribution, General Storage  
Manufacturers' Representative

**PRIVATE SIDING WITH ALL RAIL  
CONNECTIONS**

Fort Worth with its seventeen railways is the logical  
distributing center for Texas and the Southwest.

**Absolutely Fireproof Warehouses**

**CHATTANOOGA, TENN.**

**THE CHATTANOOGA  
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

**NASHVILLE, TENN.**

**E. M. BOND  
FIREPROOF STORAGE CO.**

HOUSEHOLD GOODS AND MERCHANDISE

Modern Fireproof Building

Private Siding With All Rail Connections.

**EL PASO, TEXAS**

**WESTERN  
TRANSFER & STORAGE COMPANY**

220-26 S. STANTON STREET

ONLY FIREPROOF STORAGE IN EL PASO

Forwarders and Distributors—Trucking of all kinds—Distribution  
Cars a specialty—Warehouse on Track

**SAN ANTONIO, TEX.**

FREIGHT

Established 1880

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

**WACO, TEXAS****MASON****TRANSFER & STORAGE COMPANY**

217-219 JACKSON STREET

Merchandise Storage, Forwarders &amp; Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

**WACO, TEXAS****Weatherred Transfer and Storage Co., Inc.**

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

**SALT LAKE CITY, UTAH**

SALT LAKE CITY IS A

**NATURAL DISTRIBUTING CENTER**We Make a Specialty  
of Carload Distribution**Warehouse and Storage Company****MERCHANDISE WAREHOUSING AND  
DISTRIBUTION  
COLD STORAGE**

Served by all railroads

Salt Lake City, Utah

142,000 Square Feet of Floor Space

**PETERSBURG, VA.****Southern Bonded Warehouse Corp.**

BONDED STORAGE

Distributors

Motor Truck Service

Private Railroad Sidings

Our Negotiable Receipts Acceptable at all Banks

**SEATTLE, WASH.****United Warehouse Company  
SEATTLE, WASH.**

Established 1895

GENERAL STORAGE AND DISTRIBUTING

**SPOKANE, WASH.****McALLISTER WAREHOUSE COMPANY**

W. E. Burke, Manager

Manufacturers' Agents and Jobbers, Regular and Cold Storage Space.

We give you personal service, solicit business and call upon your trade either in Spokane or in tributary territory

Carloads received, stored and distributed

Your account is desired.

**TACOMA, WASH.****COMMERCIAL TRUCK &  
STORAGE CO.****WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods

Moving and Packing by Experts C. L. &amp; L. C. L. Distribution

Collections Remitted Promptly

We Solicit Your Business

**TACOMA, WASH.****PACIFIC STORAGE and  
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service



N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET

**YAKIMA, WASH.****MILLER & LENINGTON**

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

[TRANSFER—STORAGE—WAREHOUSING]

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street

Sidney Hotel Bldg.

'Phone 571

TORONTO, CANADA



## HOWELL CONSOLIDATED CAR SERVICE

Bridges the gap between  
Eastern and Western Canada

Manufacturers competing in the Canadian market should study the unique features of the problem of distribution in Canada.

Canada is a country of long distances between East and West. Again, the Canadian Freight Classification differs in many important respects from those in effect south of the border.

We have studied the problems in this connection and the results of our study and experience are at your disposal. Our consolidated Car Service reduces freight charges by from twenty to fifty per cent and eliminates delay in transit. Carloads go forward regularly from Toronto to all the principal points in Western Canada.

Commodities shipped include Food Products, Confectionery, Groceries of all kinds, Woodenware, Hardware, Paints and Varnishes, Paper, Stationery, Drugs and Toilet Preparations.

By warehousing with the Howell Warehouses and using Howell Consolidated Car Service you can cover Canada from coast to coast, thus consolidating your stock and reducing detail and overhead expense.

### The Howell Warehouses, Limited

311 King Street, East

TORONTO, ONTARIO

(Member American Warehousemen's Association)

### YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC

## YAKIMA TRANSFER & STORAGE CO.

Office and general storage warehouse No. 25 North Front, directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square feet of floor space devoted exclusively to the storage of merchandise. Every facility for clean, economical, storage and handling of commercial accounts.

Auto trucks and teams.

## 20% Feed Bill Saver

This means if at present you are feeding 4 qts. to each horse per meal, by feeding crushed oats you save 2.4 qts. The yearly saving is 27 bushels, and figuring oats at 55 cents per bushel means \$15.00 saved on each horse. Just multiply this on each horse you have.

Crushed oats produce bone and muscle and keep horses in better working trim with more staying power, because Crushed Oats gain over whole oats from 15 to 25 per cent in nutriment.

The National is the most economical crusher to do this work—the power consumed costing about 10 cents per horse per month. It frees the food from foreign particles. This crusher will crack corn at the time it's crushing oats. Write for our money-saving booklet on crushed oats feeding—it's free. Write now.

### National Oat and Corn Crusher

made by Excel Mfg. Co., Pottersville, N. J.

## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

*It is also worth your while  
to earn their reciprocity.*

## Your Horseshoeing Bills

can be kept to the minimum if shoers use "Capewell" nails.

They hold shoes firmly until the growth of the hoof makes reshoeing a necessity.

Under the greatest strains Capewell nails can be relied upon.

Insist upon getting The Capewell nail and get the world's best.

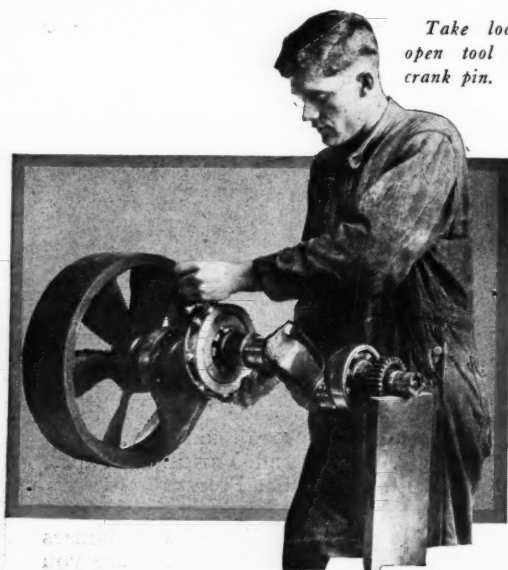
### The Capewell Horse Nail Co.

HARTFORD, CONN.

Leading Horse Nail Makers of the World







*Take lock off handle,  
open tool and place on  
crank pin.*



*Close lock and adjust  
to size with spanner  
wrench. Now ready for  
grinding.*

## Mr. Peters Has Taken the Time, the Labor and the Risk Out of Crankshaft Grinding

*You can do the work now—a perfect  
job—in a few minutes' time.  
No lathe. No skilled mechanic.*

**A** NY man who is intelligent enough to follow  
a few plain directions can easily operate this  
wonderfully simple and efficient crankshaft grinder.

Every machinist is familiar with the effect  
which the constant thrust of a gasoline motor  
has upon the crankshaft.

In time a "flat" side develops, the shaft  
gets out of "round" and the journals do not  
seat snugly. Then develops a bothersome  
"knock."

Any mechanic can now restore the bearing  
seats of a crankshaft to a true round surface  
as quickly and skillfully as a highly  
trained mechanic. He needs no lathe—simply  
a vise or clamp to hold the shaft—and  
when he has adjusted the tool to the dimensions  
of the crank pin, which takes but

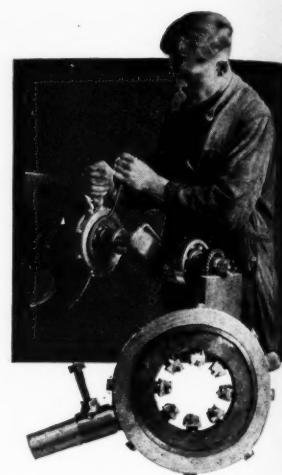
a moment, he is all set to do a first-class job  
and have it over within a few minutes.

Mr. Peters spent several years bringing  
this remarkable grinder to perfection—and  
the result is a time-saver, labor-saver and  
work-improver that is destined to become  
an absolute necessity in every progressive  
garage and repair shop. Takes any crankshaft  
up to and including 2½ inches.

Peters' Crankshaft Grinder is made of  
aluminum and high-speed steel, and will last  
for years. The price is \$75—a sum you will  
get back over and over again in better,  
quicker and more efficient service.

ALUMINUM BRAZING SOLDER COMPANY  
1303 Widener Bldg.

Philadelphia, Pa.



*No Lathe Required  
ADJUSTABLE*

*Will take any crankshaft  
up to 2½ inches in diameter.  
A necessity in every  
garage and repair shop.  
Price, complete, \$75.00.*

### We Shall Exhibit

At New York Truck  
Show, 8th Coast  
Artillery Armory,  
194th Street and  
Jerome Avenue

January 3rd--10th

# **PETERS'**

## **Crank Shaft Grinder**



## Comparing Solid Tires With Goodyear Cord Pneumatics

*Recently we received a letter from the Flour City Fuel and Transfer Company, comparing their experience with Solid Truck Tires and Goodyear Cord Pneumatics. They list these advantages in favor of their Goodyear-Cord-equipped trucks: "(1) We get long mileage service from Goodyear Cord Pneumatics. (2) They reduce our gasoline and oil ton-mile costs. (3) They reduce our truck upkeep and repair costs to a marked degree. (4) They carry our trucks through the worst of roads. (5) They enable our trucks to haul over longer distances and give our customers better service. (6) We no longer fear breakage and scratching of our loads of fragile furniture." The letter from which these points were taken is signed by President J. D. Ekstrum, of the Flour City Fuel and Transfer Company, Minneapolis, Minn.*

SINCE early spring of this year, the Flour City Fuel and Transfer Company have had two units in their thirty-truck fleet shod with Goodyear Cord Pneumatics; the balance of the fleet is on solid tires, mostly Goodyears.

Thus, sufficient time has elapsed and enough tonnage has been carried over every imaginable kind of road, to enable Mr. Ekstrum and his associates to come to a definite conclusion—they intend to haul on pneumatics.

For in a fashion unmistakable, their big Goodyear Cords are demonstrating economies and producing new abilities in the trucks using them, that are utterly impossible for solid truck tires.

Due to the easy-rolling, gentle cushioning of the big Goodyears less gasoline and oil is purchased for each mile covered; there is a marked decrease in the upkeep and repair expense, and naturally there is less truck time lost during working hours.

Then due also to this cushioning power, the trucks are able

to go farther in a day's time, because a uniform pace can be held without danger of injury to either the loads of fine furniture or to the trucks themselves.

Finally the long mileage secured in uninterrupted service makes all of the above advantages worth while and practical. Goodyear Cord Pneumatics have again demonstrated economy and an all 'round ability.

◇ ◇ ◇

Doesn't this tale of facts make you think? If you anticipate difficulty with winter's snow, if you would have your trucks do more work, if they cost too much for repairs, for operation, if you would haul fragile loads safely—

Go to the nearest Goodyear Truck Tire Service Station Dealer or write to The Goodyear Tire & Rubber Company at Akron, Ohio, and find out if you, too, can take advantage of the money-savings that these tires are fitted to give—if on your truck.

# GOODYEAR

# The National Motor Truck Shows

**And Highway Transport Conferences**

**Under Auspices of National Automobile Chamber of Commerce, Inc.**

**January 3-10  
AT NEW YORK**

**8th Coast Artillery Armory**

**Take 6th or 9th Avenue L or Lexington Ave. Subway directly to Armory**

**January 24-31  
AT CHICAGO**

**International Ampitheatre**

**Take South Side L Directly to the Building**

**A comprehensive display by all leading manufacturers, filling the largest exposition building in each city. Lectures—discussions—moving pictures — demonstrations of truck uses and economy.**

**S. A. MILES, Manager**

**7 East 42nd Street, New York**






# Tell Us Your Problems in Moving Materials

Now is a good time to size up your production machine—to search out the stages where the course of manufacture of your product moves slowest—to consider how every step in its making may be handled with least human effort and at lowest cost.



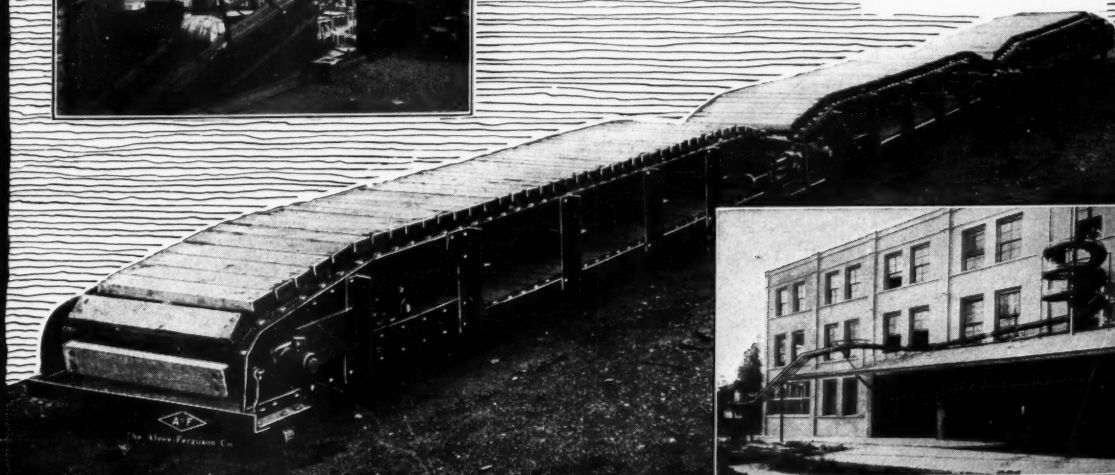
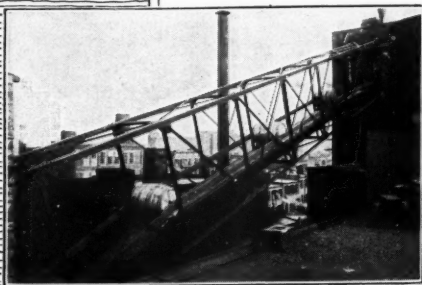
## Conveying Machines

 Conveyors are speeding up manufacture in every phase of production. From warehouse to factory—from machine to machine and from floor to floor inside the plant—from platform to cars and back again—wherever materials must be moved,  Conveyors are on the job. Boxes—barrels—sacks—commodities in every form of container and in all stages of manufacture are kept moving with the many different kinds of  Conveying Machinery:

*Our Engineers are at your service in the planning of better ways for moving materials in your plant. Write us for Catalog 16 and further information.*

## The Alvey-Ferguson

Incorporated  
Cincinnati, Ohio



# CUT YOUR PACKING COSTS

BY USING

**SAXOLIN Duplex**—A flexible, packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.



Wrapped in No. 99 Saxolin

Sample of material is being mailed to Warehouse Owners

**WATCH FOR IT**

<i>The</i> <b>CLEVELAND-AKRON BAG CO.</b>		
<b>BUFFALO BAG CO BUFFALO</b>	<b>PAPER-COTTON AND JUTE BAGS OF ALL KINDS BURLAP IMPORTERS-PAPER MAKERS CLEVELAND</b>	<b>THE CHICAGO DETROIT BAG CO CHICAGO</b>

# Save Time, Money and Labor in Handling and Hauling Freight

The present period of business readjustment and labor problems is the time of all times for the institution of true haulage economy and efficiency.

Progressive manufacturers and industries—everywhere—are finding that handling all kinds of material by electric power is more economical than hand trucking.

General speeding up, increased production and labor savings are but a few advantages of

## INDUSTRIAL TRUCKS AND TRACTORS EQUIPPED WITH Edison Storage Batteries

Edison Batteries are the standard for Truck and Tractor Service—because—they give sure, dependable service year in and year out.

Edison Batteries are the **only** storage batteries with **steel** and **iron** in their construction and elements; a sure guarantee of strength and power combined with lowest maintenance costs.

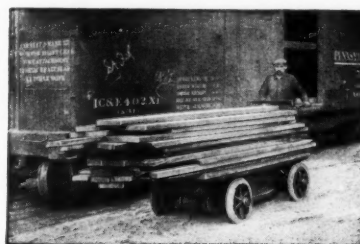
*Our bulletin 600-B shows what Edison Storage Batteries have done to secure industrial efficiency with Trucks and Tractors. A copy on request*

## Edison Storage Battery Co.

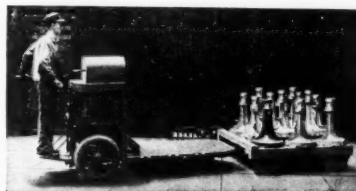
Factory and Main Office: Orange, N. J.

### DISTRIBUTORS IN

New York	Boston	Chicago	Detroit	Cleveland	Seattle	San Francisco
Denver	Los Angeles	New Orleans	Kansas City	Atlanta		
Washington	Scranton	Pittsburgh	Philadelphia	Syracuse	New Haven	



Handling lumber at a railroad siding.



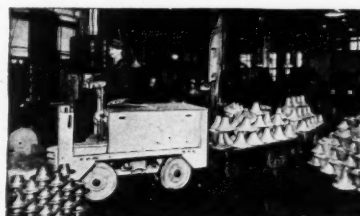
Handling large numbers of heavy pieces.



This is one of 4 Edison-equipped tractors that replaced 65 men and increased work from 25 to 40 cars loaded daily.

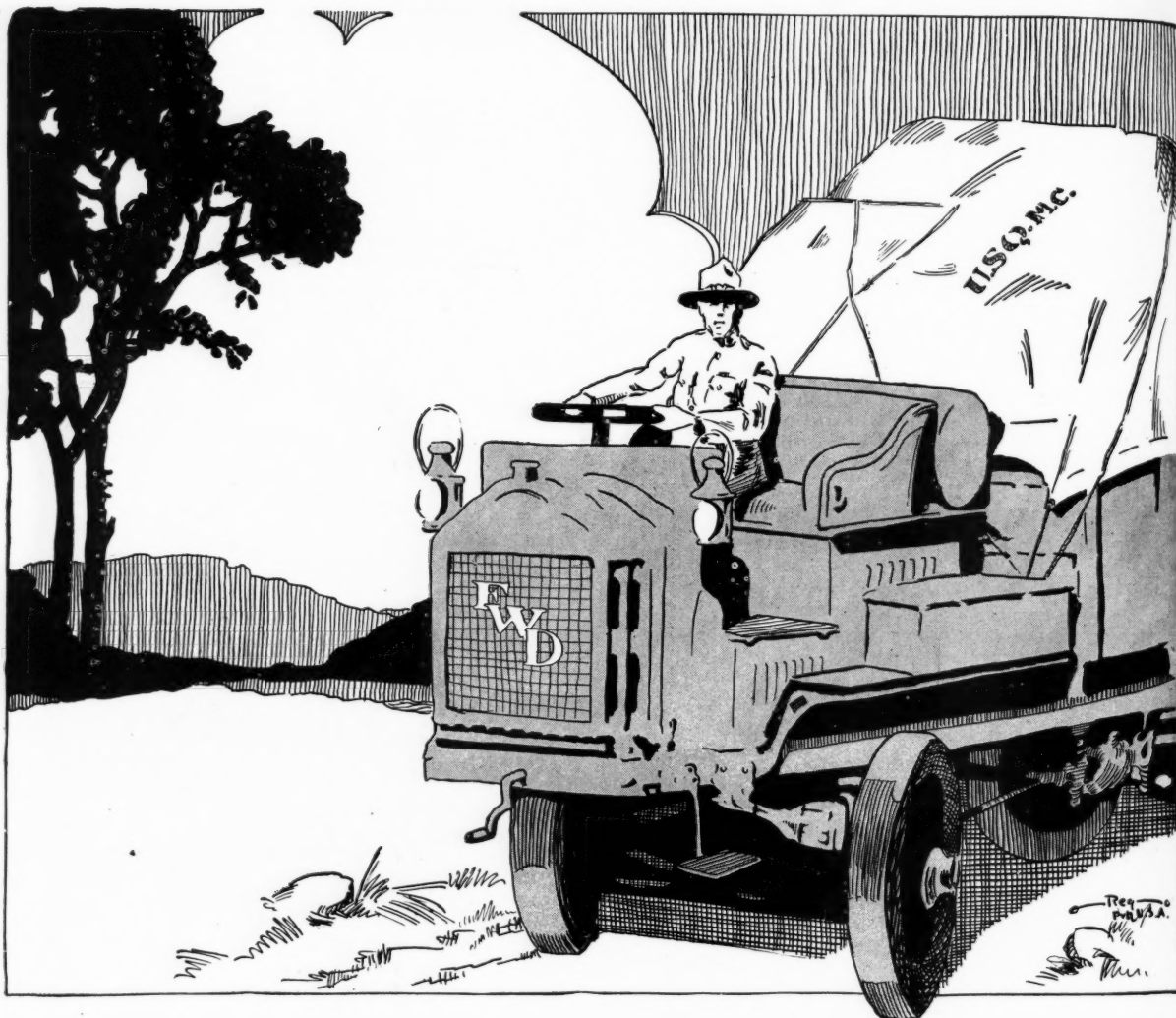


The storage battery locomotive finds many uses in foundries, shops, yards, etc. It is labor-saving and efficient, keeps materials moving.



Moving small pieces in the machine shop





## Trucks and the Man— Takers of Hills in High

This advertisement was donated by The Four Wheel Drive Auto Company to the U. S. Army Recruiting Service.

The reading matter was written and the idea for the drawing furnished by an officer who used F-W-D trucks on the march of his battalion into Germany and who is still grateful for the way in which the F-W-D's took the hills in high.

The drawing was made by an enlisted man in the Army who is taking advantage of the "Earn while you learn" opportunity of service in the Army.

A full line of F-W-D Trucks will  
be exhibited at the New York  
Show January 3-10

*Over There, F-W-D Trucks and American Soldiers Took  
Hills and Went Over the Top Together—in High*

**T**HOSE strenuous days are happily over, but F-W-D and the American Soldier are still taking them in high and going over the top of peace time success.

The American Army offers to the young men of our country an opportunity to prepare themselves for many skilled trades, to serve their country and to earn while they learn.

F-W-D offers to America the product of skill and the test of service. F-W-D has earned its pre-eminent position in industrial transportation because it has learned through service.

F-W-D Builders of Trucks; the American Army Builders of Men, for Peace, Industry, Prosperity.

**THE FOUR WHEEL DRIVE AUTO CO., Department P, CLINTONVILLE, WIS.**

## Why they put their faith in Inlands

Truck owners who have used Inland Piston Rings have learned from experience just what Inlands mean to them in the perfect performance of their engines.

The Inland is the only piston ring with a spiral cut—the only ring with a tension which holds the ring together as a one-piece unit, free from any gap for the passage of oil or gas.

And because of the "spring" in the ring, the Inland always fits tight against the cylinder walls, at the same time allowing freedom for the perfect play of the pistons.

This is why Inland Piston Rings mean so much to the truck owner. They keep out the oil from the combustion chamber and keep out the gas from the crankcase. The engine operates perfectly—safe from the dangers of piston ring troubles.

Keep this in mind whenever you find that an engine needs new piston rings.

*Samples on request to dealers, importers, wholesalers and manufacturers.*

**Inland Machine Works**

1672 Locust St.

St. Louis, Mo.



*The one-piece construction of the Inland represented by the trademark, makes for easy installation and unusual durability.*



*And the spiral cut permits the Inland to expand and form a seal that is gas-tight and oil-tight.*

# INLAND

## ONE-PIECE PISTON RING

# Keystone Storm Covers Are Ready For You

The Keystone Canvas Goods and Flag Company is ready to serve you with the best products made.

## KEYSTONE WATER PROOF STORM COVERS

For motor trucks, wagons and horses have the ace-high quality that makes them dependable defense against weather's ravages.

Radiator and Hood Covers suited to any need you may have are part of the Keystone line. Write us about your particular needs. Other Keystone quality products you should know and use are:

Van and loading pads	Piano Covers
Tarpaulins	Dust Covers
Victrola Covers	Caster Bags
Mailing Sacks	

Prompt deliveries assured. Prices on all these products are **right prices**. There is a Keystone service station near you. Write us for quotations in your vicinity.



## KEYSTONE CANVAS GOODS & FLAG CO.

1012-1018 Filbert St.

Philadelphia, Pa.

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# KEYSTONE COVERINGS

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# CINCINNATI Convention Invitation

American Warehousemen's Association

DECEMBER 10-11-12

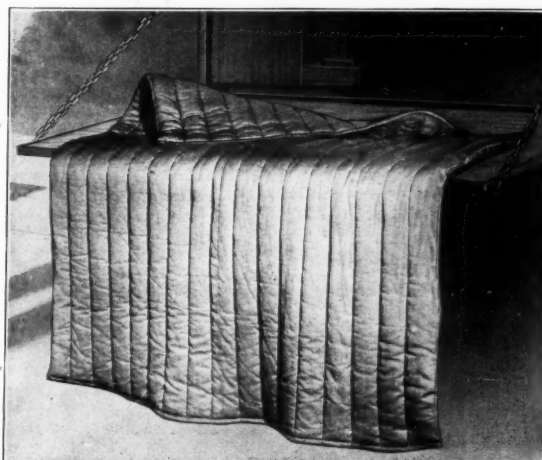
We invite you to call at our factory during your convention visit in Cincinnati. You will find it interesting and suggestive of the most approved warehouse methods.

As makers of the celebrated Maish Quality Wagon Pads, we wish to show Convention visitors our actual manufacturing process and the grade of materials we use.

We have our own special method of binding edges which protects every seam and prevents ripping. The standard Cut Sizes, always ready for immediate delivery, are as follows: No. 10, 36x72; No. 20, 54x72; No. 30, 72x80.

See how Maish Quality Wagon Pads are made. Take John Street car to Bank Street and Colerain Avenue.

Khaki Brown



**The Chas. A. Maish Co.**  
Makers of the world famous MAISH COMFORTS

**Cincinnati, O.**  
1129 Bank Street

Sixty thousand Republic Trucks are daily doing not only extraordinary things—but positively *heroic* things, in every conceivable kind of hauling. The volume of proof back of the Republic is greater than any other truck in the world is able to present.



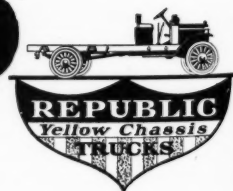
# REPUBLIC TRUCKS

Republic Motor Truck Co. Inc., 948 Michigan Avenue, Alma, Michigan

National Truck Shows

New York, 8th Coast Artillery Armory, January 3 to 10

Chicago, International Amphitheatre, January 24 to 31





**H**ARVEY SPRINGS are built for heavy truck loads. More than that, they will stand the rough usage they get over bumpy roads. They're boltless—and guaranteed. Scientifically designed, tempered just right, rigidly tested to endure more hardships than any spring ever gets in trucking service.

They won't break. Neither will they sag. You can buy these superior springs knowing they will outlive your truck.

There's a Harvey Spring for every make and model of truck, designed especially to meet its requirements.

Easy  
Riding

—  
Guaranteed

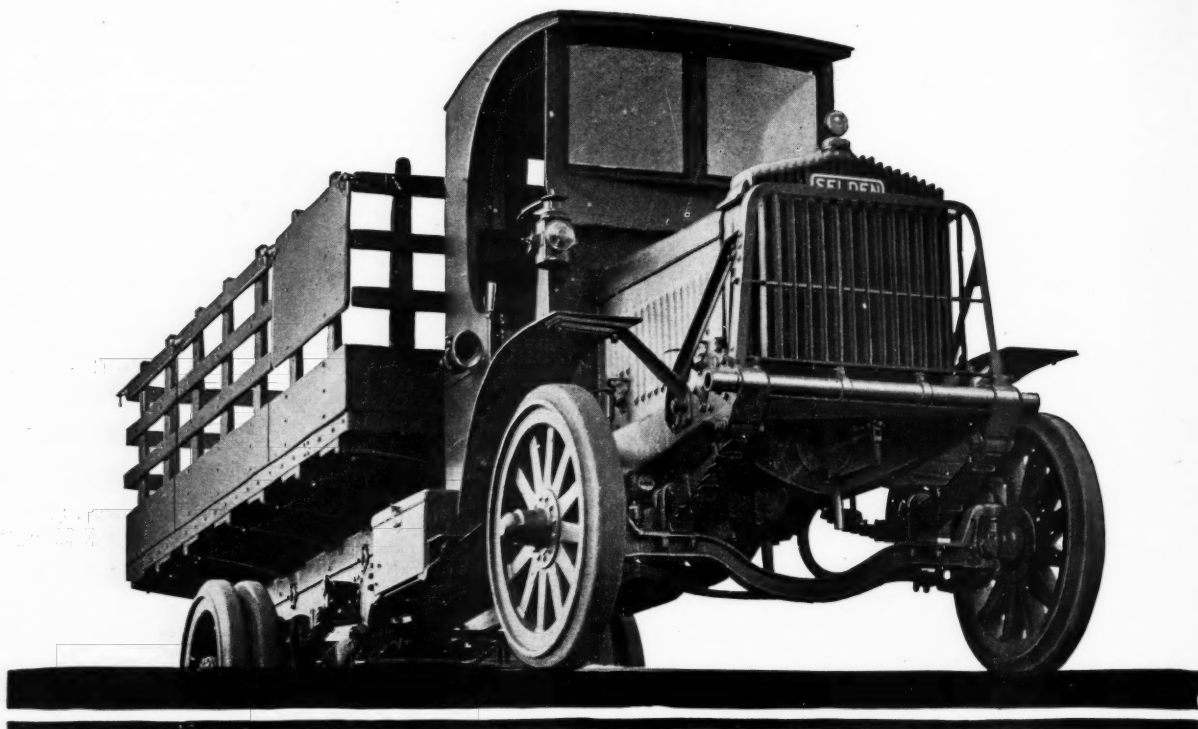
Write us for full information regarding Harvey Truck Springs and the name of the nearest Harvey dealer.

**Harvey Spring & Forging Co.**

112B 17th St.

Racine, Wis.





## The New 3½ Ton Selden Model Greeted with Unexpected Enthusiasm

**This Powerful Model Even More Enthusiastically Received Than the "Selden Special"**

Months ago, when the "Selden Special" (1½ Ton Model) met with the phenomenal and spontaneous acceptance which it did, we believed that it was not possible for a motor truck to be more enthusiastically received.

But the unsolicited expressions of appreciation of the new 3½ Ton Selden Model which come to us daily from thoroughly satisfied, delighted owners of this heavy-duty giant are as an eclipse compared to even the great number of commendations which we received when the "Selden Special" had been put to the test.

The opinions of the fortunate possessors of this 3½ Ton Model justly designate it as a Super-Selden. All the mechanical features

that have distinguished Selden Trucks since their inception in 1877—rugged construction, titanic powers of endurance, enormous motive power—are refined and intensified in this latest heavy-duty model. The new 3½ Ton Selden Truck represents Selden "IN-BUILT QUALITY" multiplied to the highest degree attainable by Selden engineers.

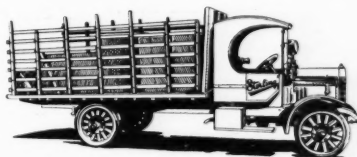
This model chassis, equipped with the proper type of body, will meet the most exacting requirements of the transfer and storage business.

*Ask the Selden Dealer in your locality, or write us, for Specifications of the new 3½ Ton Model.*

*1½, 2, 3½, 5 Ton Models—all WORM Drive*

**SELDEN TRUCK CORPORATION, Rochester, N. Y., U. S. A.**

# Selden Motor Trucks



# *Economy*

is the big thing that will appeal to you when you make an intelligent comparison of motor-propelled and horse-drawn hauling outputs. Most men who have come to a point where haulage requirements demand motor trucks, satisfy themselves on many points before they make a decision as to the kind of truck. To some, simplicity of construction is the big feature; to others, economy of fuel and tires is the most important;—motor size and type, service and the possibility of getting parts and other items. But after all, the most economical truck is the one that stays on the job and delivers the goods at an operating cost that yields a good profit on the investment.

If that is what you are looking for, look at the “**Sterling.**”

*Salesrooms and Service Stations in all Large Cities*

## **Sterling Motor Truck Company**

*Builders of Motor Trucks for Twelve Years  
Milwaukee, Wis.*

The Sterling logo is written in a bold, cursive script. The word "Sterling" is slanted upwards to the right. A thick, dark horizontal line runs beneath the letters, starting under the 'S' and ending under the 'g'.

Motor Trucks are built in the following sizes: 1½, 2, 2½, 3½ and 5-Ton, Worm Driven, and 5 and 7½-ton, Chain Driven. Bodies for all kinds of hauling.

## Low Priced Sheds Will Better Your Service and Build More Business



Showing Interior of Unit Storage Building



Oil Storage Building



Merchandise Storage or Overflow Building

Increasing demand for temporary ground storage makes less expensive building essential. Prudential Steel Buildings are the sturdiest fireproof movable buildings it is possible to manufacture at low cost.

No one can afford to use all his working capital for costly buildings. Short time storage prohibits use of high priced space. No man can afford to pay big bills for cotton storage or machinery space, when all he wants is to prevent weathering. No

heat; no stacking; no sales service needed.

Prudential Buildings are adapted to implement and machinery storage, to heavy merchandise for ground storage, to short time in and out storage of cotton, grain, canned or sacked products. They are movable at will. They are made on the unit plan. Assembly is a matter of a few hours—days at most.

Let us figure on your problem. We can show you where we can serve. Write us today.

Ask for Catalogue Section No. 40

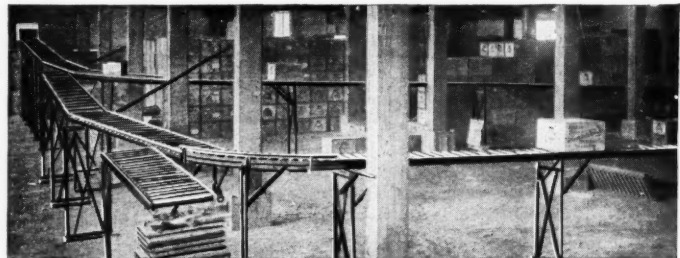
## The C. D. Pruden Company

"Station C," Baltimore, Md.

56 Pine Street, New York City



### Stow More In The Same Space With The Mathews



The Mathews Gravity Conveyor makes it possible to more fully utilize storage space.

Here is a warehouse conveyor that will carry almost anything almost anywhere. It saves labor and uses no power.

The Mathews goes over obstacles, around pillars, from room to room, through walls if need be, and from floor to floor.

A steady stream of merchandise can be carried right to the space where it is to be stored. Wide aisles required by trucks, wheelbarrows and carrying gangs are dispensed with.

It will pay you to investigate this better method. Write us to-day.

**MATHEWS**  
SPEED ECONOMY  
**GRAVITY ROLLER CONVEYER**

**MATHEWS GRAVITY CARRIER COMPANY** 134 Tenth Street, Ellwood City, Pa.

BRANCH FACTORIES:

Port Hope, Ontario

London, England



## **TO STORAGE AND TRANSFER MEN**

**YOU SELL**

**HAULAGE**

*You should sell Your Specialized Knowledge*

**YOU CAN SELL**

**MOTOR TRUCKS**

We have a plan whereby this specialized knowledge of transportation can be turned to account in a highly profitable manner and the plan is yours for the asking.

The J. C. Wilson Company have conceived the opinion that the Transfer and Storage field offers them an opportunity of securing adequate distributor connections in sections where Wilson dependable Motor Trucks are not at present sold, and invites correspondence from reputable concerns in this field.

A booklet, "Money in Motor Trucks" is free for the asking and our plans will be disclosed to any Transfer or Storage house writing on their own letterhead.

Every Transfer and Storage man acquires, if he is alert to his opportunities, an expert's knowledge of transportation. He is recognized in many communities as the last word on questions of practicability in the haulage field.

**J. C. WILSON COMPANY**

Detroit, Mich.

*Manufacturers of*

**WILSON Dependable Motor Trucks**

**1½-, 2-, 3½- and 5-ton capacity.**

# Waterproof Storm Covers for Auto Trucks

IF IT'S MADE OF CANVAS WE MAKE IT

Wagons and Horses, Tarpaulins, Dust Covers, Piano Covers, Victrola Covers, Tents, Horse Feed Bags, Radiator and Hood Covers, Furniture Loading Pads, Van Liner Pads, Canvas Pads and Bags of every description.

Write for Stock List and Prices

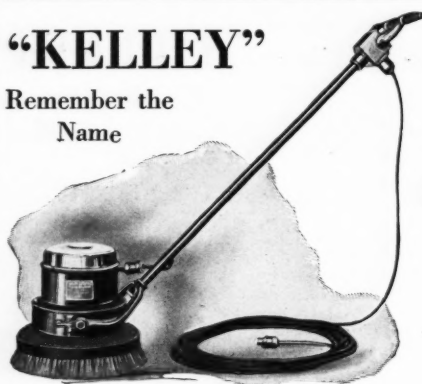
LARGE STOCK—PROMPT DELIVERIES

**RICHARDSON MFG. CORPORATION,**  
**Philadelphia, Pa.**

*Quality and Service Is Our Slogan*

**"KELLEY"**

Remember the  
Name



DO  
YOU  
KNOW

Your business is not complete without a carpet cleaning department, and your carpet cleaning department is not complete without

## A KELLEY Scrubbing Machine

*Write for complete information  
on the machine or the work*

Sold by

**Electrical & Specialty Supply Company**  
9 S. Clinton Street Chicago

Manufactured by

**KELLEY ELECTRIC MACHINE CO.**  
Buffalo New York

## BREEN'S PIANO DERRICK

What Everybody Needs

PIANO MOVERS find that the hoisting and lowering of pianos is made easy, safe and economical by the use of this practical, adjustable Window Derrick. Handy to carry, easily put in place by one man, always ready and quickly utilized.

It is a practical patented invention, which has been in use for twelve years and has demonstrated its value beyond question. It clamps to window. There is also a swing under bar which is placed under outer end of piano and carries it in or out.

Every mover of safes, pianos or heavy merchandise needs Breen's Piano Derrick because it saves the strength of the men, means a tremendous saving of time, and obviates jams and scratches. Several firms have taken out third story window, set the derrick in place, hoisted piano, and replaced window in 25 minutes.

Also manufacturers of Belts and Bars to hoist Pianos and Ropes, Blocks and Piano Covers.

Write today. Catalogue for the asking.

**WM. H. BREEN**

219-231 Rutherford Ave., Charlestown, Mass.

# Trailmobile

## At the Cincinnati Convention

**I**F you are going to the Warehousemen's convention in Cincinnati don't neglect the opportunity to visit the Trailmobile factory and see the Trailmobile in the making.

Look over the line. And find out why the demand has increased so rapidly during the past year that a great new, half million dollar factory is necessary and is now under construction.

See the variety offered in four-wheeled trailers to be used behind ordinary trucks. See the new Semi-Trailmobiles with their exclusive fifth wheel mechanism which makes coupling and uncoupling from a short wheel-base truck almost automatic so the driver does not have to leave his seat.

Find out how transfer and storage firms in many places are doubling hauling capacity at no increase in cost when extra capacity is necessary.

Write for booklet, "Economy in Hauling"

### THE TRAILMOBILE COMPANY

515-535 E. Fifth Street

Cincinnati, Ohio

*Good roads are preserved by reducing the load carried on each wheel*

#### The Motorless Motor Truck Thousands in Use

DIVISION No. 1  
Light Four - wheeled  
Trailmobiles for use  
with passenger cars  
or light trucks; 1,250  
lbs.  $\frac{3}{4}$  ton and 1 ton.

DIVISION No. 2  
Heavy-duty four-  
wheeled Trailmo-  
biles for use with  
trucks;  $1\frac{1}{2}$  tons,  
nonreversible; 2 tons,  
 $3\frac{1}{4}$  tons, and 5 tons.  
Reversible and Non-  
reversible.

DIVISION No. 3  
Semi - Trailmobiles;  
 $2\frac{1}{2}$  tons, 4 tons, 6  
tons and 10 tons.

## A Bradley Stencil Machine and One Boy Will Do the Work of Three Markers

And do it with black, clean cut accuracy that is straight insurance that your shipments will go through. No sidetracking or delay due to careless illegible marking.

Write us today and we will send you a "Bradley" ready for use—300 stencil cards, Patent Ball Marking Brush, etc., PREPAID. USE IT FOR A MONTH AT OUR EXPENSE. Then, if it doesn't cut card board stencils faster than any other machine or any expert can do them—SEND IT BACK. (No quibbling or correspondence on our part)—and we will pay Return Freight.

This is the biggest promise and the fairest proposition you have ever had. Order The Bradley Stencil Machine—NOW. You are losing Big money every day you wait.

### BRADLEY STENCIL MACHINE

Forest Park Boulevard

St. Louis, Mo.



•Peelle•Products•Protect•



ONE of the many storage warehouses equipped with

## PEELLE TRUCKABLE FREIGHT ELEVATOR DOORS

THAT the SHANAHAN Warehouse, pictured above, and many other similar buildings have been equipped with PEELLE Doors is a silent tribute to their efficiency, safety and economy.

PEELLE Doors are the evolution of many years of study and experience. They are electrically, manually or semi-automatically operated, opening and closing vertically, thus permitting full clearance of elevators for loading or unloading.

PEELLE Doors are labeled by the National Board of Fire Underwriters and approved by all the state and municipal departments. A copy of our latest catalogue or the advice of a member of our engineering staff is yours without obligation, merely for the asking.

*Beware of Imitators who term their doors "PEELLE TYPE," "PEELLE STYLES," etc.*

### THE PEELLE COMPANY

Stewart Avenue & Harrison Place

BROOKLYN - NEW YORK

Chicago	Cleveland	Boston	Philadelphia
Canada	Montreal	Toronto	Winnipeg

•Put your Elevator Door Problems up to PEELLE•



KISSEL TRUCKS are employed in the transfer and storage business to eliminate transportation delays, maintain shipping schedules and increase transportation efficiency.

The most important factors in designing a truck for industrial purposes—total weight of trucks, motor size, motor speed, rear axle ratio, tire size—have been properly selected and combined in Kissel Trucks, giving an incomparable chassis of perfectly balanced moving and fixed units, headlined by the powerful Kissel-built engine—trucks built to maintain schedules the year 'round.

The necessity of Uninterrupted Transportation throughout the winter months prompted Kissel to originate the ALL-YEAR Cab that protects truck drivers, increases their efficiency and keeps trucks operating the year 'round.

*5 different sized models from the 3/4 ton to the Goliath. Our nearest Kissel dealer is thoroughly competent to make a survey of your requirements. Make an appointment with him. This incurs no obligation.*

### KISSEL MOTOR CAR CO.

Hartford, Wis

U. S. A.

# KISSEL TRUCKS

5 CAPACITY MODELS

# Standard MOTOR TRUCKS

"All the Name Implies"

1, 2, 3 1-2 and 5-Ton  
WORM-DRIVE



A 3 1-2 Ton STANDARD

STANDARD MOTOR TRUCKS are doubly Standard—Standard from records of past performance, and Standard because built with Standard Units.

—such as Continental Motors, Timkin Axles and Bearings, Eisemann Magnetos, Gemmer and Ross Stearing Gears, Brown-Lipe Transmissions

and Spicer Universal Joints and Propeller Shafts.—organized into a harmonious, efficient Master Unit BY men who know motor trucks,—FOR men who know motor trucks.

Thousands of owners tell us that the STANDARD MOTOR TRUCK is—"All the name implies."

## STANDARD MOTOR TRUCK CO.

325 Bellevue Ave.

Detroit, Mich.



Truck is wheeled close so that barrel fits into the curved arm. Barrels standing against wall are instantly picked up without first being moved.



Handles are raised. Bale falls over barrel. Works automatically.

## Stop Rolling Barrels

ROLLING barrels by hand is costing you twice as much as it should. Two men are doing the work that one man with an Automatic High Wheel Barrel Truck can do—and do easier and in less time. The automatic bale makes loading easy—it falls over the barrel and holds it tight to the truck. In fact, loading is the easiest part of the job. The 16 inch wheel speeds up the work—and it is so placed that the load is on the wheel and not the man. One man can handle a 1000 lb. barrel.

We will show you how the Automatic High Wheel Barrel Truck cuts labor costs by putting one in your warehouse for 10 days trial. Put it to work for you 10 days and put half of the men on the job, on other work. Write us to send you one on approval—write now.

This truck is the best barrel truck made. It is strongly constructed—cold rolled axle, malleable iron and hard-wood handle. Its width over all is 30 inches. The length of the handles, 67 inches. Price, F. O. B. Bellevue, O., \$20.00. Discount for five or more trucks.

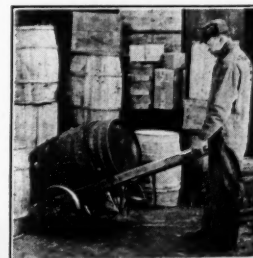
10 days free trial.

THE BELLEVUE MANUFACTURING CO.  
BELLEVUE, OHIO

## The Automatic Wheel Barrel Truck



Handles are drawn back and barrel is on truck. No second man required for heavy barrels.



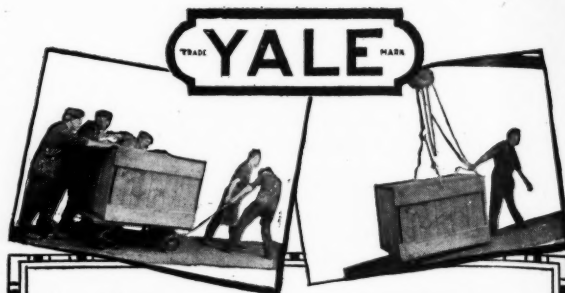
Ready to truck and barrel has not been touched. Nicely balanced.

## What's Your Truck Doing All Day?

The Service Recorder Will Tell You

*Write for Booklet*

**THE SERVICE RECORDER CO.**  
CLEVELAND



The Costly Way

The Yale Way

### The Yale Way is the One-Man Way

MANY delays in Shipping and Receiving Departments can be overcome with the installation of a Yale Chain Block and Trolley System.

One man with the Yale Chain Block and Trolley accomplishes the handling of loads quicker and safer than a gang of men.

#### 'From Hook-to-Hook-a-Line-of-Steel'

The new Yale 19D catalog shows you many ways to save money and increase production in your plant by using Yale Chain Blocks and Electric Hoists.

*Let us send you your copy.*

*For a factory locking equipment use a Yale Master-Key System.*

**THE YALE & TOWNE MFG. CO.**  
*Makers of the Yale Locks*  
9 East 40th Street New York City

## With Help Scarce and Wages High NOW

is the Time When the Need for Our  
**Labor Saving Spiral Chutes, Vertical  
Lifts and Merchandise  
Conveyors**  
is imperative

Owned by The Haslett Warehouse Co., of San Francisco, the development of handling problems in our own fourteen general merchandise storehouses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

### The Haslett Spiral Chute Co.

Factory: Madison and 20th Sts., Philadelphia, Pa.  
Southern Office: 523 Calvert Bldg., Baltimore, Md.  
Pacific Coast: 228 Pine St., San Francisco, Cal.

## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

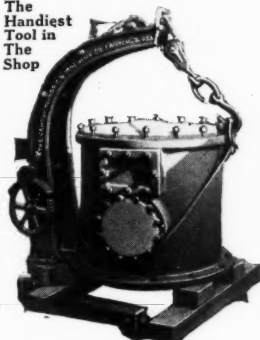
It is also worth your while  
to earn their reciprocity



## This CANTON PORTABLE CRANE

Has the Fairbanks O. K.

The  
Handiest  
Tool in  
The  
Shop



Because it is built to a quality standard—not to a price. It has the O. K. of every user, not only because of its strong construction, but because one crane lifts and moves the heavy, awkward pieces that formerly wore out six men in handling—and does it in less time.

Its extra strong base casting, projecting arms and gears are made from a mixture of cast iron and steel—carefully finished and well fitted by expert mechanics. It is tested and guaranteed to *safely* lift its rated load. And they are made in sizes that fit the needs of any warehouse. Let a Canton Crane take the load off the men and *make one man's time worth six*. Get our free booklet containing money saving ideas for warehouse owners—get the particulars—write for them now.

**The Canton Foundry & Machine Co.**  
CANTON OHIO

## TRANSVEYORS

Moved on wooden platforms by elevating the Transveyor under the loaded skid; left in the warehouse on Transveyor platforms, compactly stored by pressing the Transveyor foot pedal—is Transveyor Transfer and Storage.

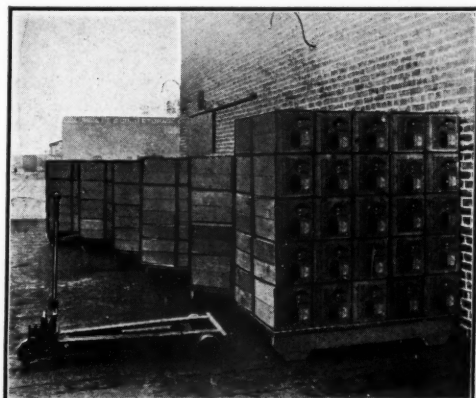
No handling—no congestion—extraordinarily large loads easily handled by one man.

Views of warehouse applications are yours for the asking.

### COWAN TRUCK COMPANY

12 Water Street,

HOLYOKE, MASS.



# HORSE OWNERS

Replace your present fire policy with this broader policy—and at no additional cost.

You don't know what will happen to your teams when out of the stable—but **NORTH AMERICA HORSE AND WAGON INSURANCE POLICY** protects you against loss from fire and lightning at all times whether teams are in or out of the stable or while in repair shop—and includes harness, blankets, stable utensils, feed, etc.

## North America Horse and Wagon Insurance Policy

You don't know what will happen to your teams when on a ferry boat—but this policy protects you against loss from sinking, burning or collision of the ferryboat on which your teams might be.

You don't know whether or not disaster will happen to your teams and equipment while in transit—but this policy protects against the risks of collision or derailment, sinking or burning while in transit by steamship or railroad.

For a little additional cost you can secure protection against theft or larceny of your teams while in or out of your stable and on the equipment while away from your regular stable.

Don't guess that disaster will pass you by—send now for information—and play safe.

### Insurance Company of NORTH AMERICA

PHILADELPHIA

Capital, \$4,000,000 Assets over \$30,000,000  
AGENCIES EVERYWHERE

The Oldest American Stock Insurance Company  
Writers of FIRE, MARINE, AUTOMOBILE, MER-  
CHANDISE, FLOATERS, BAGGAGE, Etc.

Experience—Stability—Service



### Insurance Co. of North America Dept. R, 232 Walnut Street, Philadelphia

Without obligation kindly send me full information as to how I can secure greater protection for my teams and equipment than my present fire policy gives—and without additional cost.

NAME .....

ADDRESS .....

I would also like information concerning other policies,  
such as .....

## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

**Y**OU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

**H. W. SELLE & CO.**

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

## Dr. Pyle's Famous Veterinary Remedies

Contain NO OPIATES and leave no bad after effects. A specific remedy for each disease, no "CURE ALLS." Remedies we manufacture:

Azoturia  
Remedy  
\$2.00

Colic  
Remedy  
\$1.50

Healing  
Powder  
25c

Distemper  
Remedy  
\$1.20

Call Cure  
Salve  
50c

Special  
Price  
Per Dozen

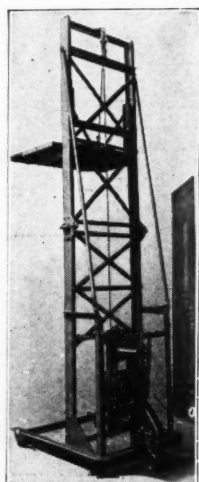
All backed by our great \$150,000.00 Guarantee. For Sale at Druggists, Horse Goods Dealers or Direct.

**The Dr. Pyle Veterinary  
Remedy Co., Inc.**

New Philadelphia, Ohio, U. S. A.

## You are Paying TOO MUCH to tier your packages—

while you are using "strong arm" methods. They are slow. And time now is MONEY—more than it ever was. And how about using two or three men when one man can do it quicker, better, cheaper? And how about not getting all the money out of your floor space?



BROWN - PORTABLE  
**HANDI-LIFT**  
"LOWERS THE COST OF LIFTING."

### The NEW Portable Tying Machine

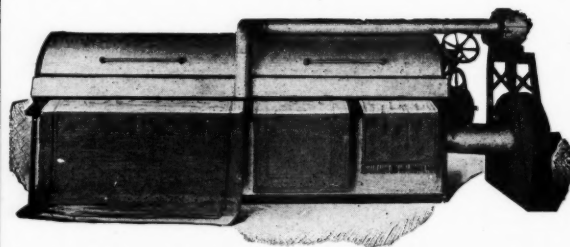
answers all these save-money and save-labor questions. And its answer is in dollars **saved**. The Brown "Handi Lift" saves from 1 to 4 men. And does the work quicker, cheaper than your present **low** tiering (by hand methods). Your floor space then makes more money for you.

The Brown "Handi Lift" does not need space to swing its loads around. Tiers **straight up** — quickest, **cheapest** way. Hinged, if needed, to pass through low doors. Portable. Any size. **Guaranteed** by oldest portable conveying machinery company in the business. Ask for "Bulletin 38," sending details as to the largest sizes and weights of package, heights piled up to and lowest doorway. No obligation. Machine pays for itself—stops waste.

**Brown Portable  
Conveying Machinery Co.**  
10 S. La Salle St., Chicago, Ill.

## Because there is Big Money in It

storage and warehouse  
companies are installing  
this big rug cleaning  
machine

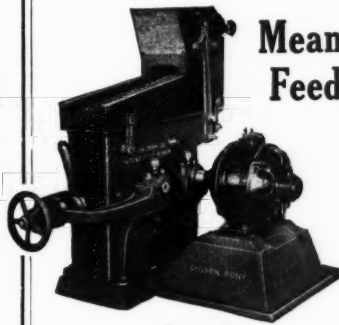


*The most perfect Rug Cleaner made*

**The Cleveland Laundry Machinery Mfg. Co.**

CLEVELAND, O.

## Crushed Oats!



Patented

**Means Conservation,  
Feed Less in Weight**

**Your Stock  
Gets *More*  
Nutriment  
from *Less*  
Oats**

Machine now built under United States Food License L000086 U. S. A.

- 1st. Your stock is built up in bone and muscle. No colic, or stomach trouble.
- 2nd. You feed 15% to 20% less in weight, which saves you money and helps your "Uncle Sam" win the war.

Thousands of users will recommend  
Crushed Oats

Write us for further information.

**GIBSON OAT CRUSHER CO.**

McCormick Bldg.

Chicago, Ill.

Eastern Office, 34 East 28th Street, New York City



**Save  
Time  
and  
Labor  
Sawing  
Boxing  
and  
Crating  
Lumber**

This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

## The Reliance MOTOR DRIVEN Swing Saw

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work.

Tell us your requirements and we will submit proposals.

**Reno-Kaetker Electric Co.**  
4600 SPRING GROVE AVE.  
CINCINNATI, OHIO



Save Money, Time and Labor by Using

## "THE HOLYOKE" Transfer Truck

**One Man** and this truck performs the work of **Four Men.**

Various models to suit every variety of work.

All strongly built and sold under a liberal guarantee.

Write for Circular B-1

**Holyoke Truck Company**

Main Office and Factory

105 Race Street, HOLYOKE, MASS.

Export Department:

77 Broad Street, New York City



## CRANE PULLER FOR HEAVY TRUCK WHEELS

A  
REAL  
TIME  
SAVER  
WHERE  
TIME  
IS  
MONEY



GUARAN-  
TEED  
TO LAST  
A  
LIFE-  
TIME

**ONE Man** can remove the heaviest Gas or Electric Truck Wheel in **15 Minutes** with this PULLER.

Write for Catalog Z

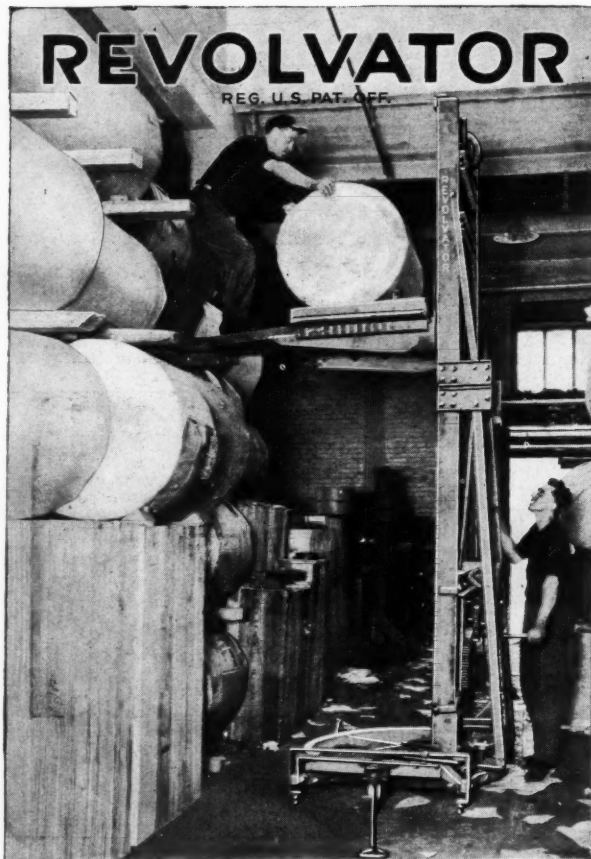
ORDER FROM YOUR JOBBER

**CRANE PULLER COMPANY**

54 Lake St.

Arlington, Mass.





## —discovers storage space that never existed before

### Man Capacity or Warehouse Capacity

Use the empty space between the top of the pile and the ceiling—the space that's inaccessible to the gang of juggling, tugging, heaving "box-bale-or-barrel boosters." GET A REVOLVATOR and get to the top—with half the labor in half the time. Store to warehouse capacity, limited only by ceiling height, not by man capacity. Use your storage quarters, not the men, "for all they're worth."

Higher piles with lower labor costs—thats' the REVOLVATOR. One man can throw on a load, swing the REVOLVATOR'S revolving base toward the pile, raise the load by turning the crank and the fellow on top can slide it off quickly.

*Bulletin T-43 tells more about this "Steel Giant" and how you can use it and effect a big saving.*

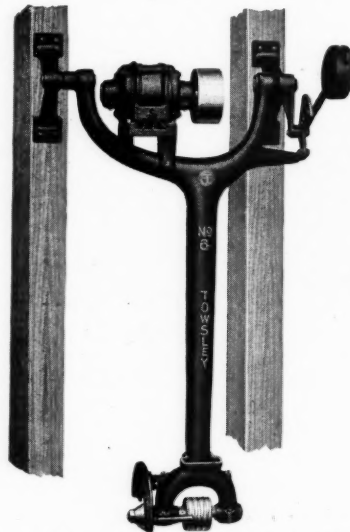
## REVOLVATOR COMPANY

*Sales Agents for*

N. Y. REVOLVING PORTABLE ELEVATOR CO.  
389 Garfield Ave., Jersey City, N. J.

# REVOLVATOR

## Quality First—Service Always



PROMPT  
SHIPMENT

### No. 6 Motor Driven Swing Cut-off Saw

A rapid and accurate cutter. Counter-weight gives quick return to saw, self-centering device for saw, self-oiling boxes. Machine carries blades up to 20-in. without vibration. Write today for Bulletin of motor-driven and belted Swing Saws.

JOHN T. TOWSLEY MFG. CO.  
1010 Evans St., Cincinnati, Ohio

## Better Protection

of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

## WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40x48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5x7 and packed 100 sheets to the carton.

We sell Naphthalene Moth Balls, Flakes Crystals, Powder and Blocks; Lavender Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

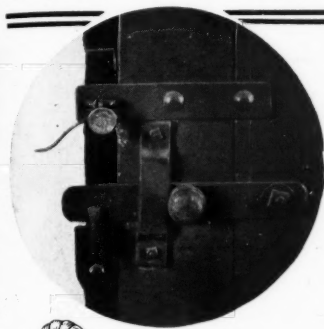
*Write today for price list and full information.*

## The WHITE TAR COMPANY

Cliff and John Streets

New York, N. Y.

## With This Seal You Get Better Protection Than With a Dozen Locks



The Brooks Patented Tin-Bottom Seal defies all efforts at tampering. Unlike the finest lock, it cannot be "picked"

STORAGE AND BROSSE'S SEALING PATENTED 1905 F 302252 O



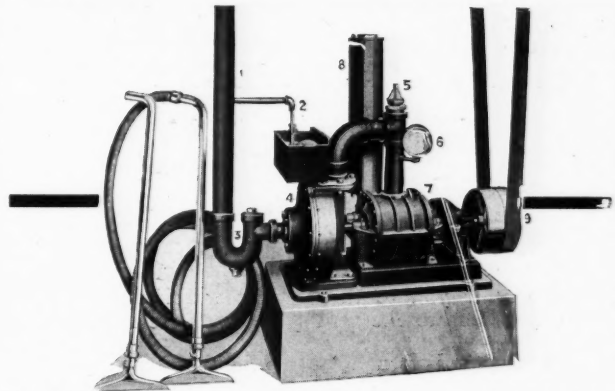
Patrons are guaranteed protection to their goods stored in warehouses using Brooks seals. Warehouses using Brooks seals are free from complaints. The unbroken seal, its number being verified, leaves no doubt that any package, trunk, or container is as originally sealed.

We produce metal strip seals for use in the same or variety of other uses. Let us know your needs. Write us for quotations.

Baystate Storage Warehouse Co. of Springfield, Mass., is one of our users.

**E. J. BROOKS AND COMPANY**  
227-229 Fulton Street, New York City

## STORAGE SEALS



## CONNERSVILLE VACUUM CLEANERS for COMMERCIAL CARPET CLEANING

You are in the best position to start in this profitable work. Your customers will appreciate your returning their rugs thoroughly cleaned by the VACUUM SHAMPOO process. A CONNERSVILLE is a necessity and a money-maker in every modern plant.

For further information write any supply or equipment house

Sold By

**ELECTRICAL & SPECIALTY SUPPLY CO.**  
9 South Clinton St. CHICAGO, ILL.

Manufactured By

**UNITED VACUUM APPLIANCE DIVISION**  
of Landers, Frary & Clark  
CONNERSVILLE INDIANA

## We specialize in Furniture Pads and Covers

Write us today for prices  
and we will submit samples.

*Prompt shipments and perfect satisfaction guaranteed.*

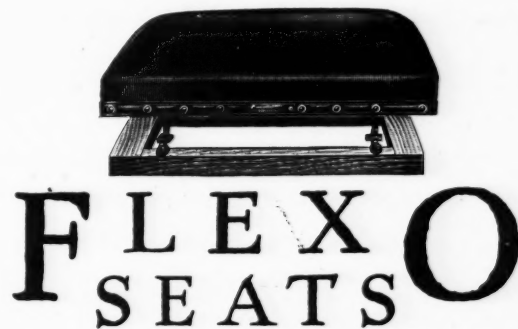
**TOLEDO CANVAS PAD COMPANY**  
2014 Adams Street TOLEDO, OHIO

## A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

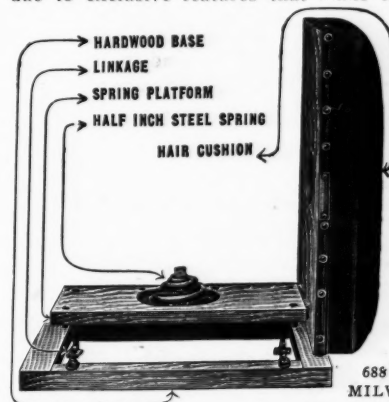
says an owner of four of them

SELF-LIFTING PIANO TRUCK CO., Findlay, O.

End  
Truck  
Covers  
  
Straps



The unusual durability and comfort of Flexo Seats are due to exclusive features that make them the most economical.



We guarantee them, for five years.

When you buy a truck, specify the seat that wears longest and eliminates backache and kidney affection — Flexo Seats. If you operate trucks have Flexo Seats installed today.

**THE  
FLEXO  
SEAT  
CO.**

689 E. Water St.,  
MILWAUKEE, WIS.

## G. W. Jones Lumber Co.

807 Lumber Exchange Building  
CHICAGO

Manufacturers of  
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in  
Chicago as to the quality of stock we ship.

Wholesale Prices      Stock Guaranteed

Renew the Power and Life of  
Your Engine

by having the

## Cylinders Reground

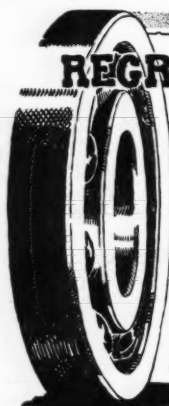
and equipped with new

Pistons—Piston Pins—Piston Rings

by the

## Butler Manufacturing Co.

1124 E. Georgia St., Indianapolis, Ind.




### REGROUND BEARINGS

OUR REGRINDING PROPOSITION  
WILL CUT DOWN YOUR BALL  
BEARING BILLS. TRY US AND  
BE CONVINCED. SATISFACTION  
GUARANTEED

**AHLBERG BEARING COMPANY**  
517-527 EAST 29<sup>TH</sup> ST. CHICAGO, ILLINOIS.

ATLANTA	NEW YORK
BOSTON	PHILADELPHIA
CLEVELAND	PITTSBURGH
DETROIT	PORTLAND, ORE.
KANSAS CITY	PROVIDENCE
LOS ANGELES	SAN FRANCISCO
MINNEAPOLIS	ST. LOUIS - OMAHA



# Safepack

more than waterproof

**wrap-stuff, case and bale-lining**

Real Protection for Goods in Storage or Transit; Proof against moisture, dust, dirt, rust, mildew and moths. Rats won't eat Safepack. Whatever your storage or shipping problem submit it to Safepack for intelligent solving.

Samples on request. Address Dept. T.

## Safepack Mills

Boston U S A

## L. NICKERSON CO.

Established 1875

WAGON and CANVAS COVERS For All Purposes.

MILL APRONS and CANVAS BAGS

Awnings, Tents, Flags, Spray Hoods, Yacht Sails,

Boat Covers

173 STATE ST., CORNER COMMERCIAL  
BOSTON, MASS.



### Cut Out Repair Bills!

Protect the furniture you move with Loupilco Furniture Pads—soft, resilient, durable. They save money and customers—sure as you're a foot high. Write for prices and descriptions. Louisville Bedding Company, Inc. Owners of Louisville Pillow Company, Louisville, Ky.

## Giant Grip Traction Equipment For Motor Trucks



MAKES transfer and express trucks 100% efficient. Insures against time lost through tie-ups due to mud, sand, snow or other bad going.

Carried in tool box. Applied when needed—with bare hands in two minutes. No tools; no jacking. Write today. Please give name and tonnage of trucks. Address

**Challoner Company**  
Established 1888  
Dept. TS Oshkosh, Wis.

## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while to earn their reciprocity.





## If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

**WANTED** by an up-to-date merchandise warehouse company a warehouse foreman capable of handling a great volume of goods with dispatch and accuracy. Only a man of experience and ability in handling labor will be considered. A good salary and opportunity to one with qualifications required. Address Box 305, Distribution & Warehousing, 239 West 39th St., New York.

**WE WANT TO SPEND \$25,000 CASH** for unclaimed merchandise left in storage. We will buy for spot cash. Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

**WANTED.**—A large furniture storage and transfer business in the South requires the services of a foreman in the warehouse and packing department. Concern has a large fireproof warehouse and conducts its business in the most modern way. If you have the qualifications of holding down a big job communicate with Box 503, Distribution and Warehousing, 239 West 39th St., New York.

**WANTED.**—Position in management of Storage, Cold or Common. Fully qualified to handle big deal. Best of references. Address Box 550, care of Distribution & Warehousing, 239 West 39th St., New York.

AN old established Household Goods Storage Co. in one of the largest cities of the West desires to increase its capital for the purpose of extending the business. Investors taking an active part in the business preferred.



New fireproof warehouse now under construction at 6331-33 Broadway, Chicago, for Hebard Express & Van Co., Frank H. Hebard, Pres. Geo. S. Kingsley, Architect, Chicago.

### ARE YOU GOING TO BUILD A FIRE-PROOF WAREHOUSE?

Let me make the plans for your new fire-proof storage warehouse. I have been building fireproof storage warehouses for 20 years and understand all requirements, financial, design, construction, insurance, etc.

**GEO. S. KINGSLEY, ARCHITECT**  
109 N. Dearborn St., Chicago

## SAVE MONEY ON RECOOPERING

Two straps  $\frac{1}{2}$ " x .015 can be applied to standard canned goods boxes at an average cost of less than four cents per box, including material and labor. Write for full information to

**SIGNODE**

**SYSTEM INC.**

108 WEST LAKE STREET

CHICAGO

## FURNITURE PADS

Made of Durable  
O. D. Canvas

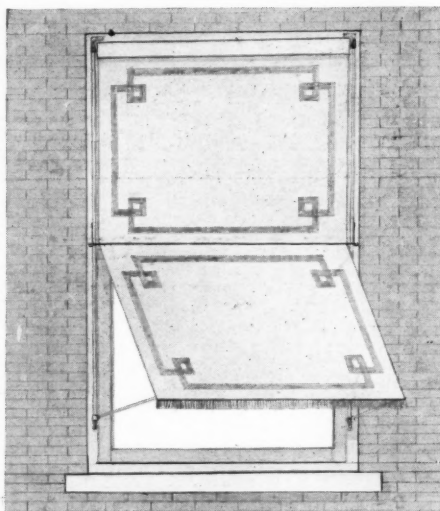
STOCK SIZES:  
36" x 72"    50" x 72"    75" x 72"

Burlap, Waterproof Tarpaulins,  
Bags, Etc.

**FULTON BAG & COTTON MILLS, Inc.**

330 WYTHE AVE., BROOKLYN, N. Y.

Phone: Greenpoint 4200



## The Detroit Spring Shade

made by

**Detroit Canvas Mfg. Co.**

**Furniture and Van Pads  
Phonograph Covers  
Table Top Pads**

## Water-Proof Storm Covers

for Horses and Wagons

## Piano Covers (fleece lined)

**Auto Truck, Radiator and  
Hood Covers**

**P**RACTICAL ideas, high quality of materials, skilled workmanship and modern manufacturing facilities are combined by the Detroit Canvas Manufacturing Company to make unexcelled products. We solicit the opportunity to demonstrate to buyers in the transfer and storage industry the money saving ideas and practical utility that are built into our canvas goods.

**Detroit Canvas Manufacturing  
Company**

245-247 Larned St., East

DETROIT

MICH.

## INDEX TO ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A		F	
Adams Storage & Transfer Co.	79	Federal Motor Truck Co.	6
Albert	79	52nd St. Storage Co.	71
Advance Storage Co.	80	Fort Dearborn Fireproof Storage Co.	60
Ahlberg Bearing Co.	112	Frederick's Taxicab & Transfer Co.	79
Arcade Express & Storage Co.	71	Fulton Bag & Cotton Co.	113
Aluminum Brazing Solder Co.	86	Fireproof Warehouse & Storage Co.	78
Atlas Fireproof Storage Warehouse	73	Fidelity Fireproof Storage Co.	56
Atlas Storage Warehouse	80	Fort Worth Storage & Warehouse	83
Autocar Company	2	Four Wheel Drive Auto Co.	92
Alvey-Ferguson Co.	89	Fire-Out Mfg. Co.	110
Auto Show	88	Flexo Seat Co.	111
B		G	
Bahr, H. D., Trucking Co.	73	Gardner, B. B., Storage Co., Inc.	58
Baltimore Storage & Moving Co.	61	Garford Motor Truck Co. Second Cover	
Bekins Fireproof Storage	56	General Storage & Cartage Co.	67
Bekins Household Shipping Co.	59	Gibson Oat Crusher Co.	109
Bellvue Mfg. Co.	105	Glenn, O. J., & Son	72
Binyon-O'Keefe Fireproof Storage Co.	83	Goodner-Kumm-Fair Co.	79
Blackham Storage & Trucking Co.	72	Goodyear Tire & Rubber Co.	87
Blakeslee Co., The Ralph N.	58	Gordon Fireproof Warehouse & Van Co.	69
Blanchard Storage Co., Inc.	75	Graham Storage & Warehouse Co.	61
Blank's Transfer & Storage Co.	82	H	
Bond Fireproof Storage Co., E. M.	83	Harris Transfer & Warehouse Co.	56
Brodley Stencil Machine Co.	103	Harrisburg Storage Co.	79
Breen, Wm. H.	102	Harvey Spring & Forging Co.	97
Brown Portable Conveying Mach. Co.	108	Haslett Spiral Chute Spring Co.	109
Brown Trucking Co.	60	Hasley Bros.	81
Buckeye Transfer & Storage Co.	78	Haugh & Keenan Storage & Transfer Co.	81
Buffalo Storage & Carting Co.	71	Hoeveler Warehouse Co.	82
Butler Mfg. Co.	112	Hogan Transfer & Storage Co.	60
Billings Warehouse & Trading Co.	68	Holyoke Truck Co.	109
Buckley Co., T. G.	62	Holyoke Warehouse Co.	63
Boston Terminal Refrigerating Co.	62	Howell Warehouse, The	85
Baltimore & Ohio Stores	72	Hudson Stores, Inc.	70
Brooks, E. J.	111	Hookway Storage Warehouse	76
C		Haslet Warehouse Co.	58
Class Journal Co.	63	Hebard Storage Warehouses	60
Cady Moving & Storage Co.	70	I	
Campbell Co., M. L.	116	International Warehousing Co.	80
Canton Fdry. & Mch. Co., The	107	Idea Co., Wm. A.	115
Capewell Horseshall Co.	85	International Transportation Co.	80
Carnahan Transfer & Storage Co.	80	Island & Terminal Transfer Co.	78
Carolina Storage & Distributing Co.	76	Indianapolis Warehouse Co.	61
Cathcart Transfer & Storage Co.	59	Inland Machinery Co.	93
Central Storage Warehouse Co.	77	Insurance Co. of North America	107
Challoner Co.	112	J	
Chattanooga Transfer & Storage Co.	82	Jones-Clark Trucking & Storage Co.	76
Chelsea Fireproof Storage Warehouses, Inc.	73	Jones Lumber Co., G. W.	112
Cleveland Laundry Machine Co.	108	Judson Freight Forwarding Co.	3
Cold Spring Storage Co.	72	K	
Columbia Transfer Co.	69	Kaufman Fireproof Storage Warehouses	61
Cotter Transfer & Storage Co.	78	Keystone Storage Co.	80
Cowan Truck Co.	107	Kinderman, Julius, & Son	73
Crane Puller Co.	109	Kissel Motor Car Co.	104
Crutcher Warehouse Co., L. T.	68	Knickerbocker Storage Co. (Cleveland)	77
Cummins Storage Co.	76	Knickerbocker Storage Warehouse Co. (Newark)	70
Central Warehouse Co.	68	Kutschbach-McNally Co.	78
Clyde Cars Co.	5	Keystone Canvas Goods & Flag Co.	94
Cole & Gray	71	L	
Commercial Truck & Storage Co.	84	Lincoln Fireproof Storage Co. (Cleveland)	77
Cleveland-Akron Bag	90	Lincoln Storage Co. (Dayton)	78
D		Lincoln Storage Warehouse (E. Orange)	70
De Camp, Inc., Job	70	Long Island Storage Warehouses	71
Denby Motor Truck Co. Front Cover		Louisville Bedding Co.	112
Depenthal Truck & Storage Co.	79	Lake Shore Moving & Storage	77
Detroit Canvas Mfg. Co.	114	Lertiz & Son, L.	68
Detroit Storage Co.	67	E	
Dewey & Co., Geo. E.	58	Edison Storage Battery Co.	91
Dafos-Eustice Co.	4	Eldridge Express & Storage Co.	70
Dime Messenger Service		Electrical Specialty Supply Co.	102 & 111
E		Elmira Storage Sales Co., Inc.	72
Edison Storage Battery Co.	91	Empire Express Storage & Van Co.	59
Eldridge Express & Storage Co.	70	Erie Storage & Carting Co.	79
Electrical Specialty Supply Co.	102 & 111	Excel Mfg. Co.	85
Elmira Storage Sales Co., Inc.	72	Exchange, The	113
Empire Express Storage & Van Co.	59	F	

## INDEX TO ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

M	
McAllister Warehouse Co.....	84
McGann Co., The.....	70
Maish Co., Chas. A.....	95
Mason Transfer & Storage Co.....	84
Mathews Gravity Carrier Co.....	100
Merchants Transfer Co.....	84
Metropolitan Storage Warehouse Co.....	73
Miller North Broad Storage Co.....	80
Miller & Lennington.....	84
Minneapolis Terminal Warehouse Co.....	67
Mitchell-the-Mover, Inc.....	73
Model Storage Warehouse.....	70
Montgomery & Co.....	79
Monumental Storage Co.....	62
Moore & Dunford.....	54
Morgan & Brother.....	74
Morr, D. A., Transfer & Storage Co.....	68
Morrow Transfer & Storage Co.....	59
Mott Haven Storage Warehouse Co.....	74
Murdoch Storage & Transfer Co.....	82
Mason & Co., Inc., Volney W.....	52
Mooney's Storage Warehouse.....	70
Merchants Warehouse Co.....	64
Merchants Storage Co.....	78
Merchants Parcel Delivery Co.....	80
N	
Neal Fireproof Storage Co.....	77
North Philadelphia Storage Co.....	81
North River Warehouse.....	74
Ninth St. Terminal Warehouse Co.....	78
New Bedford Storage Warehouse.....	66
Nickerson & Co.....	112
O	
O-K Transfer & Storage Co.....	79
O'Neill, John.....	82
Oakland Exp. & Transfer Co.....	82
P	
Pacific Storage & Transfer Co.....	84
Pacific Storage & Warehouse Co.....	69
Pagels, Fred.....	76
Peasley Transfer & Storage Co.....	59
Peele Co.....	104
Penn Storage & Van Co.....	81
Petry Express & Storage Co.....	71
Pettit's Storage Warehouse Co.....	60
Pittsburgh Distributing Co.....	82
Post, R. F., Estate.....	83
Pyle Veterinary Remedy Co., Dr.....	108
Pruden, C. D.....	100
Q	
Quackenbush Warehouse Co. (Scranton).....	83
Quincy Market Cold Storage Warehouse Co.....	65
R	
Redhead Storage Co.....	78
Reno-Kaetker Elec. Co.....	109
Republic Motor Truck Co.....	96
Revolver Co.....	110
Richards Mfg. Corp.....	102
Rochester Carting Co.....	75
S	
Safepack Mills.....	112
Safety Transfer & Storage Co., Inc.....	61
Savage Transfer Co.....	62
Schantz Co., Joseph A.....	75
Schenectady Storage & Trucking Co.....	76
Security Storage & Truck Co. (Baltimore).....	62
Security Storage & Warehouse Co. (Albany).....	71
Security Warehouse Co. (Minneapolis).....	68
Security Warehouse & Transfer Co. (Missoula).....	98
Selden Truck Sales Co.....	98
Self-Lifting Piano Truck Co.....	111
Selle & Co., H. W.....	108
Service Recorder Co.....	106
Shanahan Transfer & Storage Co.....	82
Shank Fireproof Storage Co.....	66
Shattuck & Nimmo Warehouse Co.....	56
Sheldon's Transfer & Storage Co.....	66
Signode System, Inc.....	113
Smith Transfer & Storage Co.....	58
Smith, W. Cady.....	75
Soo Terminal Warehouse Co.....	59
Southee, John B.....	71
Southern Bonded Warehouse Corp.....	84
Southern Sales & Storage Co.....	59
Stacy Storage Co.....	77
Sterling Motor Truck Co.....	99
Stewart Motor Truck Co.....	51
Strang, Chas. D.....	71
Student's Express & Transfer Co.....	56
Syracuse Furniture & Forwarding Co.....	76
Safety Storage Van & Package Co.....	81
Southern Transfer & Distributing Co.....	58
Standard Motor Truck Co.....	105
T	
Terminal Warehouse Co. (Little Rock, Ark.).....	50
Terminal Warehouse & Transfer Co. (Philadelphia).....	81
Terminal Wharf & Railroad Warehouse Co. (Boston).....	63
Titan Truck Co.....	111
Toledo Canvas Pad Co.....	111
Toledo Merchants' Delivery Co.....	110
Towsley Mfg. Co., John T.....	103
Trailmobile Co.....	1
Trans-Continental Freight Co.....	70
Troth's Model Warehouses.....	79
Tulsa Warehouse Co.....	67
Turner Cartage Co.....	81
Twentieth Century Storage Warehouse Co.....	84
Tying Warehouse & Storage.....	84
U	
United States Rubber Co.....	53
Union Terminal Warehouse Co. (Los Angeles, Calif.).....	57
Union Terminal Warehouse Co.....	59
Union Storage Co.....	78
Union Terminal Warehouse Co.....	57
United States Storage Co., Inc.....	59
United Warehouse Co.....	84
Utica Cartage & Storage Co.....	76
V	
Vandam Warehouse Co., Inc.....	74
Van Haaren & Son Storage.....	66
W	
Wallace Transfer & Forwarding Co.....	77
Wagner Fireproof Storage & Truck Co.....	78
Walker Vehicle Co.....	Third Cover
Weathered Transfer & Storage Co.....	84
Weber Express & Storage Co.....	82
Weicker Transfer & Storage Co.....	58
West End Storage Warehouse.....	75
Western Transfer & Storage Co.....	83
White Company.....	Back Cover
White Tar Co.....	110
Wilson Co., J. C.....	101
Wittichen Coal & Transfer Co.....	56
Weisenfeld Warehouse Co.....	59
Warner Warehouse Co.....	60
Williams Shipping Agency.....	74
Y	
Yale & Towne Mfg. Co.....	106
Yakima Transfer Co.....	85
Young, William.....	75



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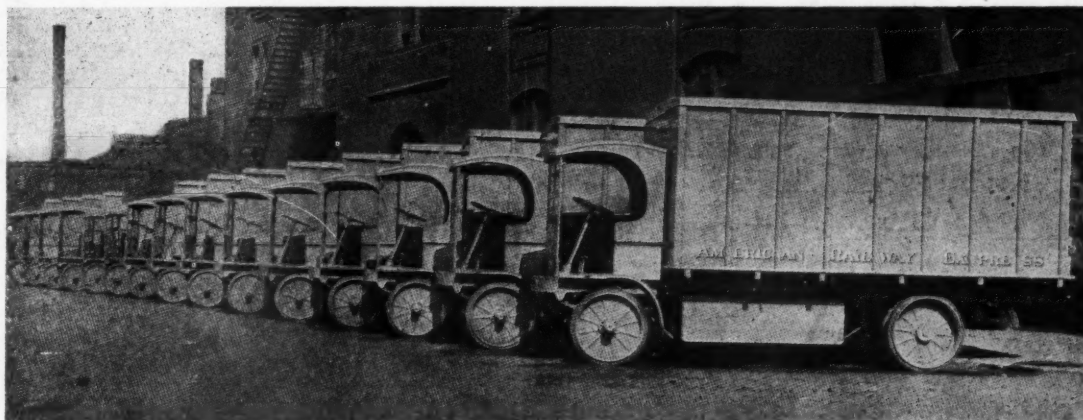
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*The American Railway Express Company operates fleets of Walkers in many cities*

The important factors in making an investment for motor trucks are: *Economy, life, design, dependability and satisfaction* coupled with the *reliability and permanency* of its manufacturer.

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**LIFE**—Walker Chassis are of the highest quality throughout and have a *profitable life of 10 to 20 years!*

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**RELIABILITY**—The Walker Vehicle Company is the largest manufacturer of Electric Road Trucks and Tractors.

**PERMANENCY**—The Company was established in 1903 and is a pioneer in the motor truck field, and is established on a broad, permanent basis.



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CLEVELAND



